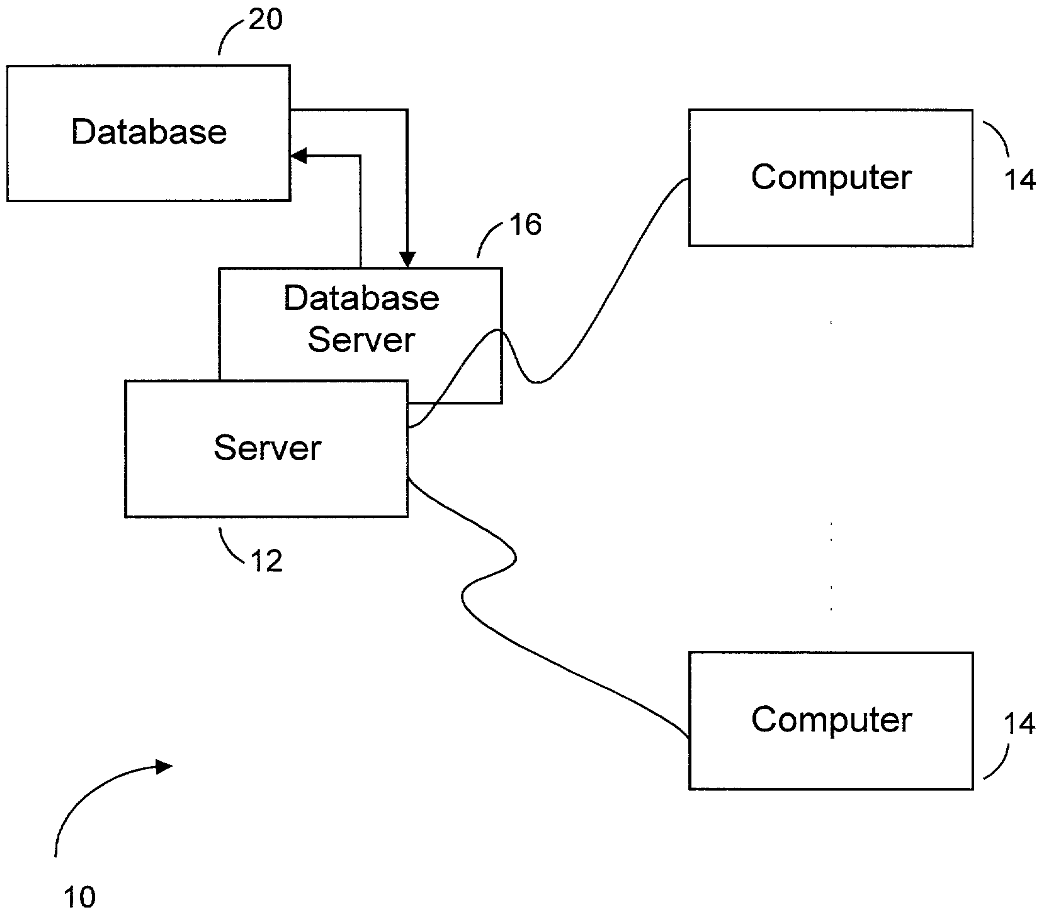

20
Database
Computer
14
16
Database
Server
Server
12
Computer
14
10

FIG. 1

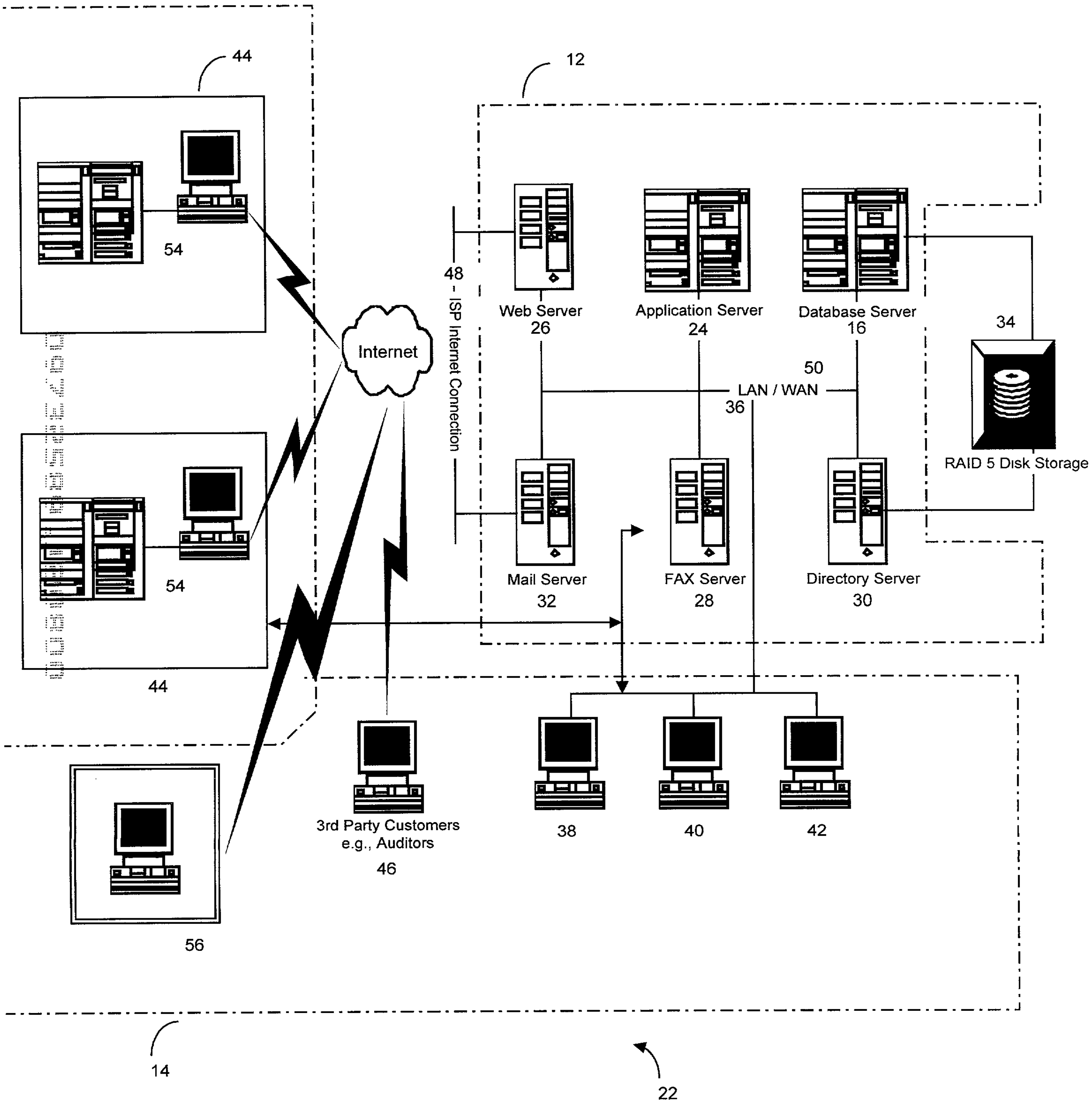
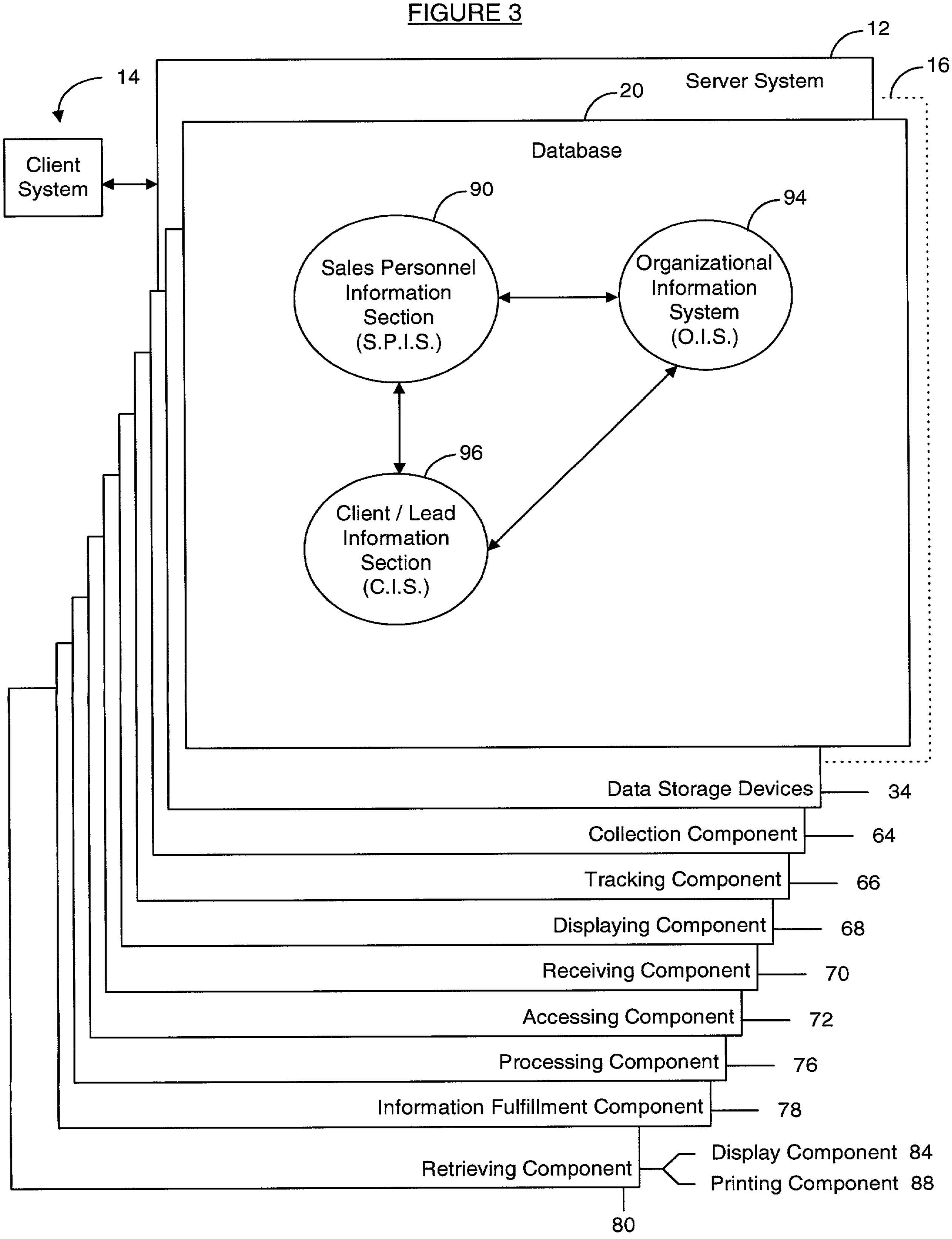
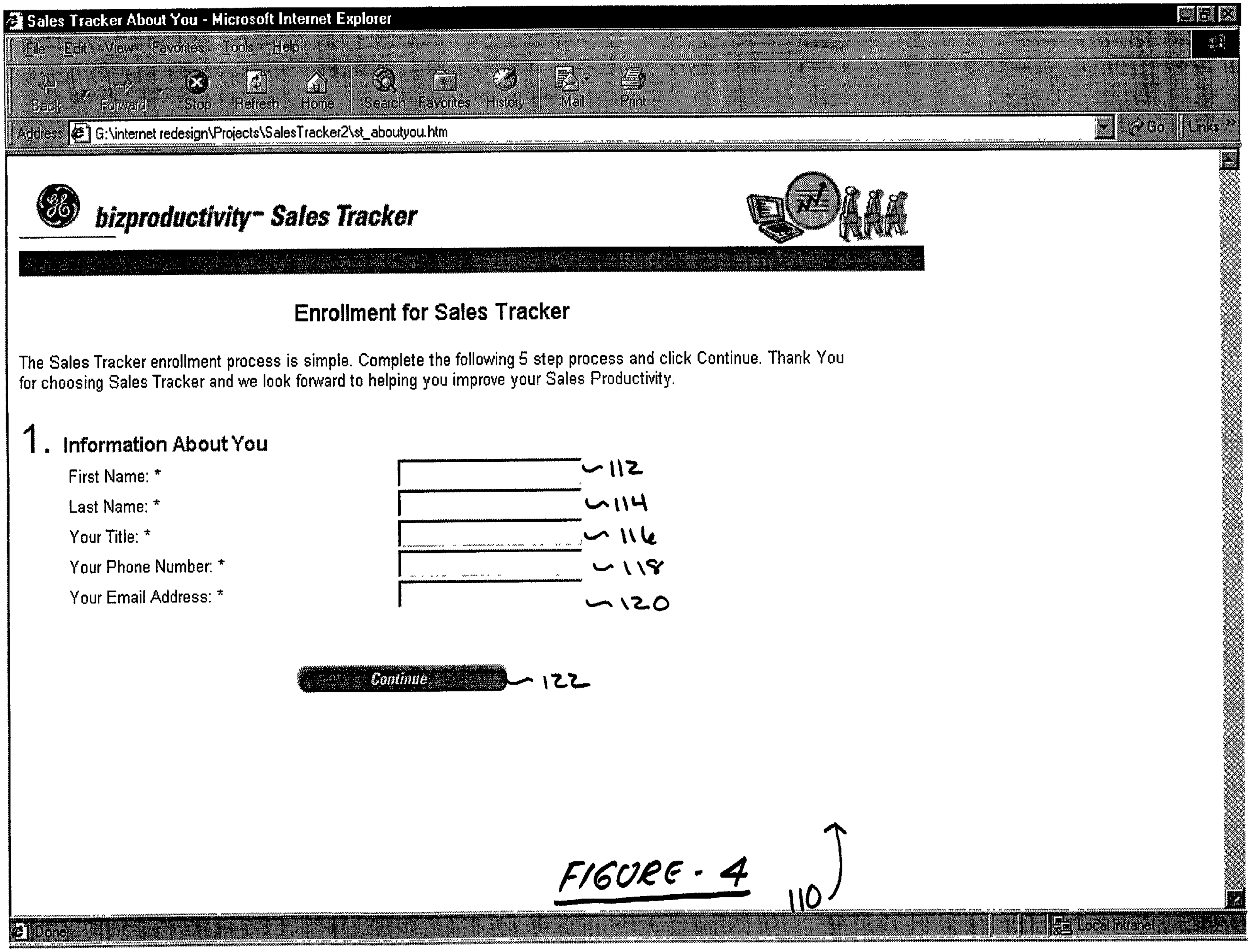

48 - ISP Internet Connection
Web Server
Application Server
Database Server
Internet
LAN / WAN
RAID 5 Disk Storage
Mail Server
FAX Server
Directory Server
3rd Party Customers
e.g., Auditors

FIGURE 2

FIGURE 3


12
Server System
14
Client System
16
20
Database
90
Sales Personnel Information Section (S.P.I.S.)
94
Organizational Information System (O.I.S.)
96
Client / Lead Information Section (C.I.S.)
Data Storage Devices
34
Collection Component
64
Tracking Component
66
Displaying Component
68
Receiving Component
70
Accessing Component
72
Processing Component
76
Information Fulfillment Component
78
Retrieving Component
80
Display Component 84
Printing Component 88


Sales Tracker About You - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\st_aboutyou.htm
Go Links »
Done
Local intranet
112
114
116
118
120
122
110

bizproductivity™ Sales Tracker

Enrollment for Sales Tracker

The Sales Tracker enrollment process is simple. Complete the following 5 step process and click Continue. Thank You for choosing Sales Tracker and we look forward to helping you improve your Sales Productivity.

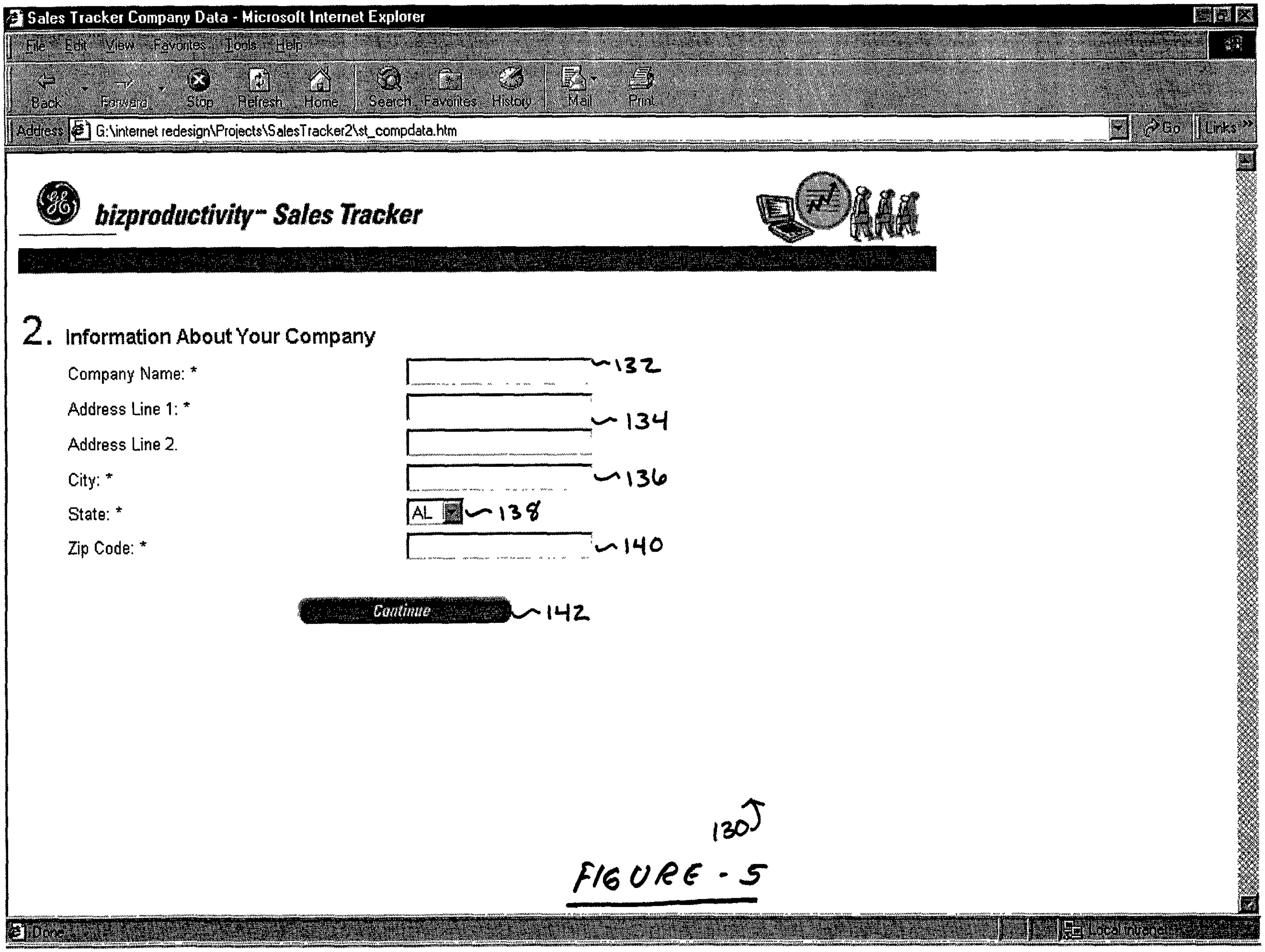
1. Information About You

First Name: *
Last Name: *
Your Title: *
Your Phone Number: *
Your Email Address: *

Continue

FIGURE - 4

09732589 . 120800

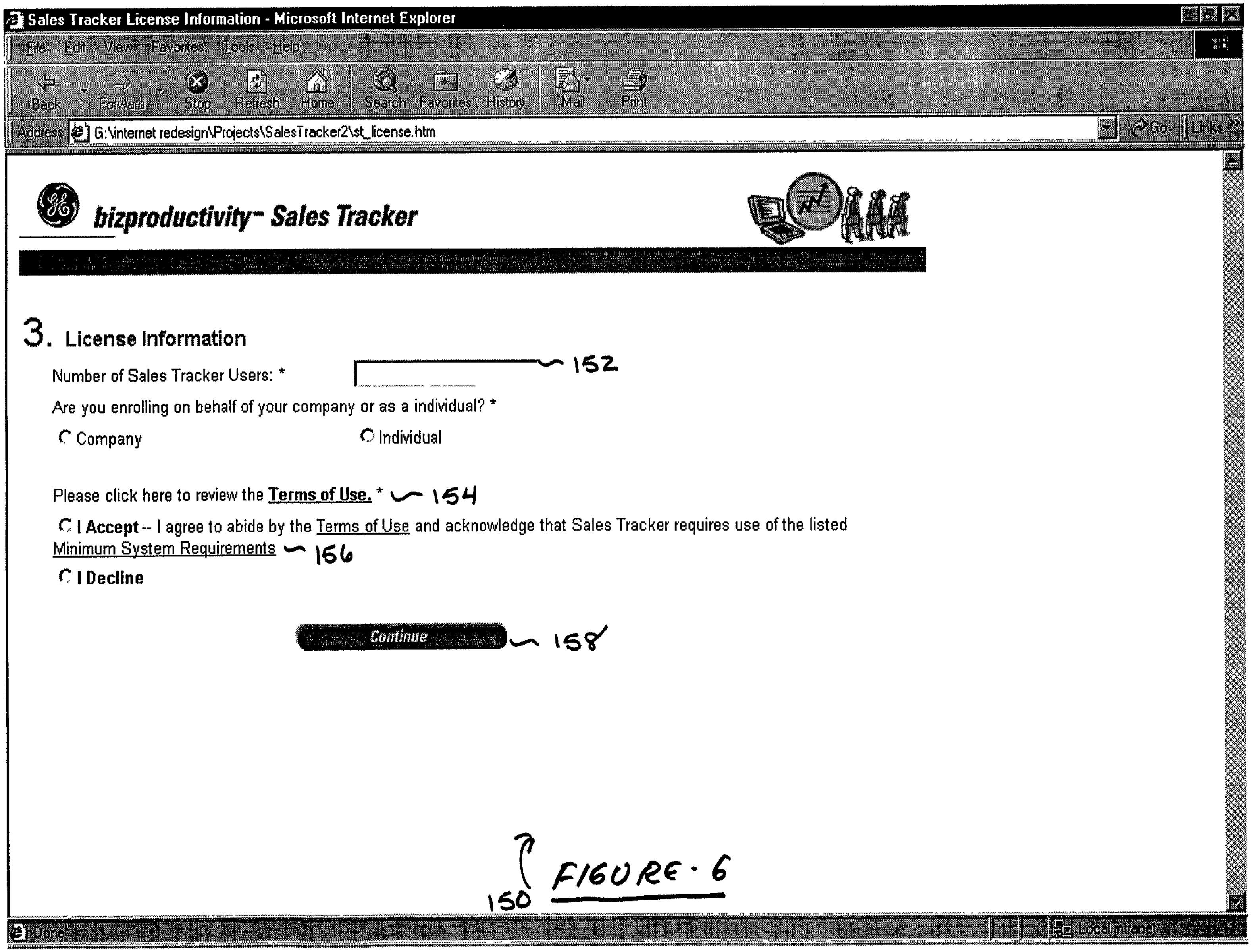


G:\internet redesign\Projects\SalesTracker2\st_compdata.htm

2. Information About Your Company

Company Name: *
Address Line 1: *
Address Line 2.
City: *
State: * AL
Zip Code: *

FIGURE - 5


Sales Tracker License Information - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\st_license.htm
Go Links
bizproductivity Sales Tracker
Continue
Done
Local intranet
152
154
156
158
150

3. License Information

Number of Sales Tracker Users: * ☐

Are you enrolling on behalf of your company or as a individual? *

○ Company ○ Individual

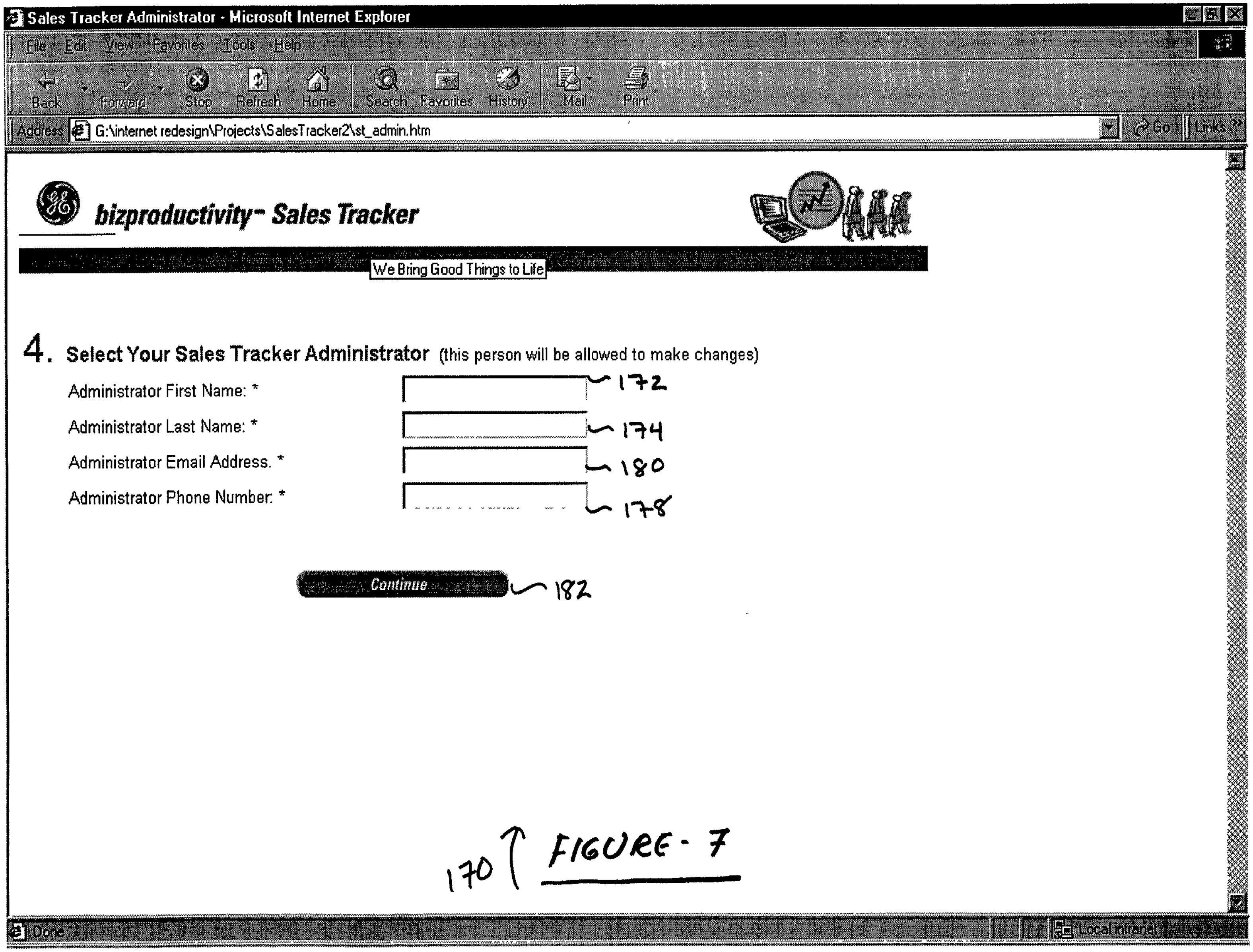
Please click here to review the **Terms of Use.** *

○ **I Accept** -- I agree to abide by the Terms of Use and acknowledge that Sales Tracker requires use of the listed Minimum System Requirements

○ **I Decline**

FIGURE · 6

09732589.120800



Sales Tracker Administrator - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\st_admin.htm
Go Links
bizproductivity™ Sales Tracker
We Bring Good Things to Life
Continue
Done
Local intranet
172
174
180
178
182
170

4. **Select Your Sales Tracker Administrator** (this person will be allowed to make changes)

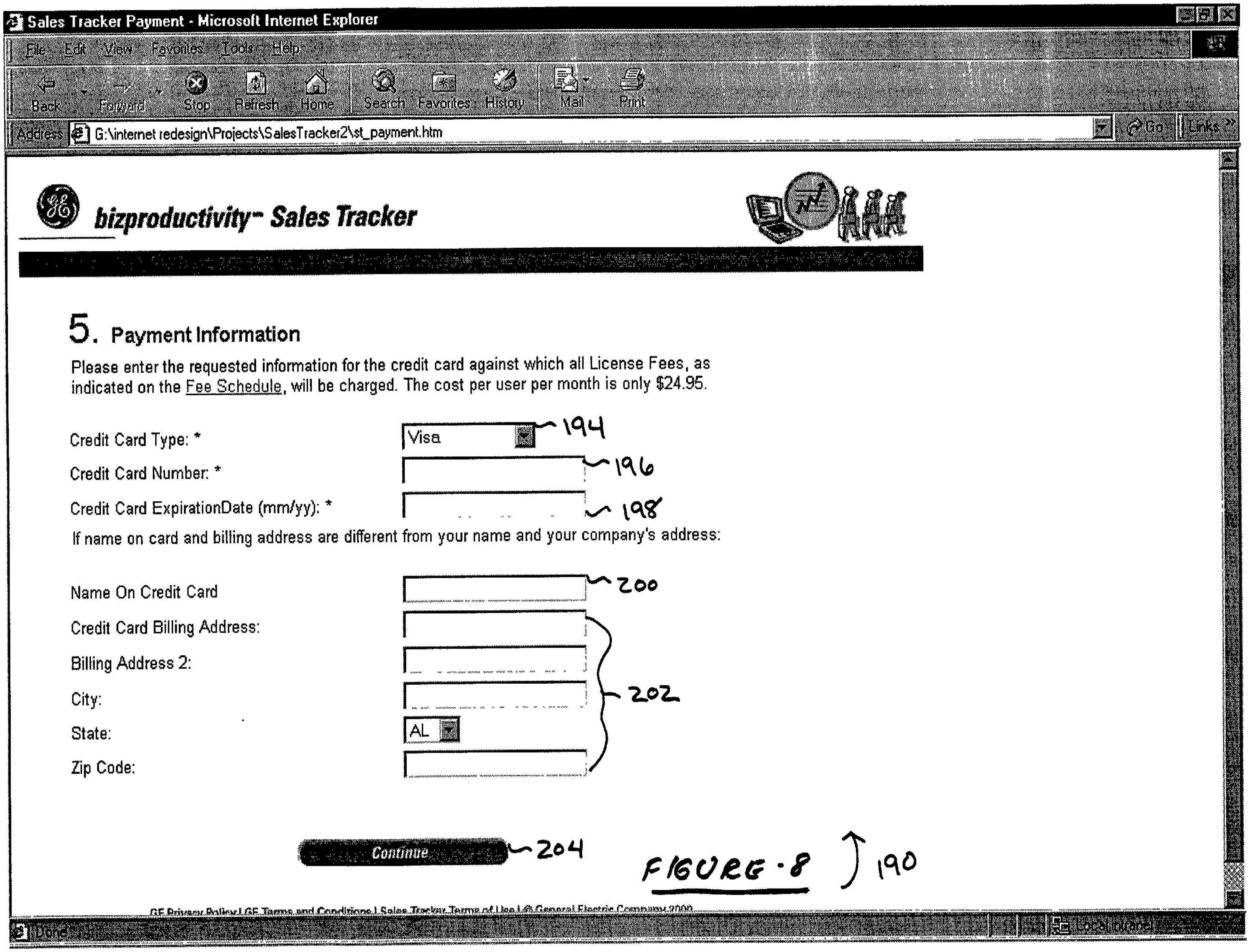
Administrator First Name: *

Administrator Last Name: *

Administrator Email Address. *

Administrator Phone Number: *

FIGURE - 7


Sales Tracker Payment - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\st_payment.htm
Go Links
bizproductivity™ Sales Tracker
Continue
Done
Local intranet
194
196
198
200
202
204
190

5. **Payment Information**

Please enter the requested information for the credit card against which all License Fees, as indicated on the Fee Schedule, will be charged. The cost per user per month is only $24.95.

Credit Card Type: * Visa

Credit Card Number: *

Credit Card ExpirationDate (mm/yy): *

If name on card and billing address are different from your name and your company's address:

Name On Credit Card

Credit Card Billing Address:

Billing Address 2:

City:

State: AL

Zip Code:

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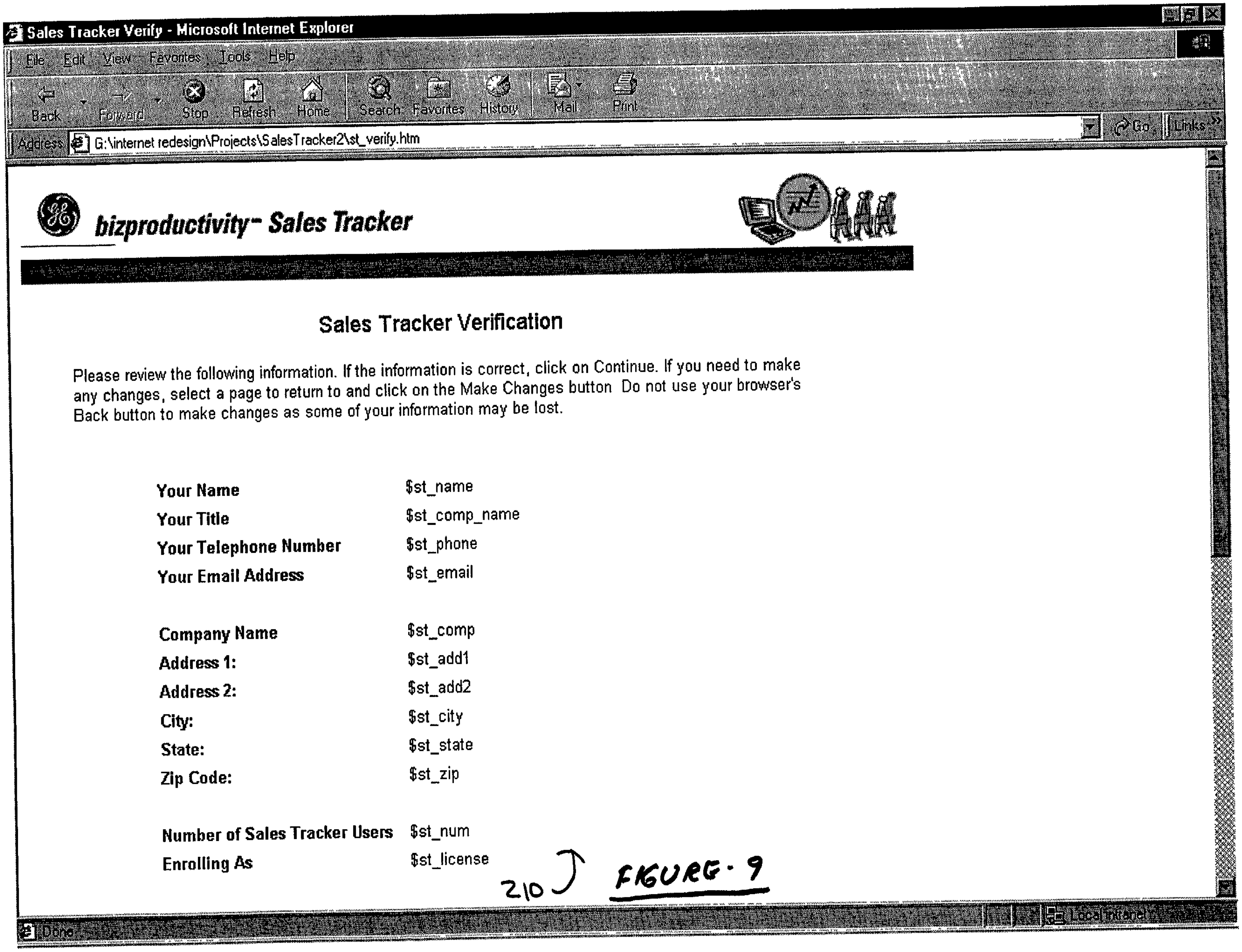
FIGURE 8


Sales Tracker Verify - Microsoft Internet Explorer
File
Edit
View
Favorites
Tools
Help
Back
Forward
Stop
Refresh
Home
Search
Favorites
History
Mail
Print
Address
G:\internet redesign\Projects\SalesTracker2\st_verify.htm
Go
Links
bizproductivity™ Sales Tracker
Done
Local intranet

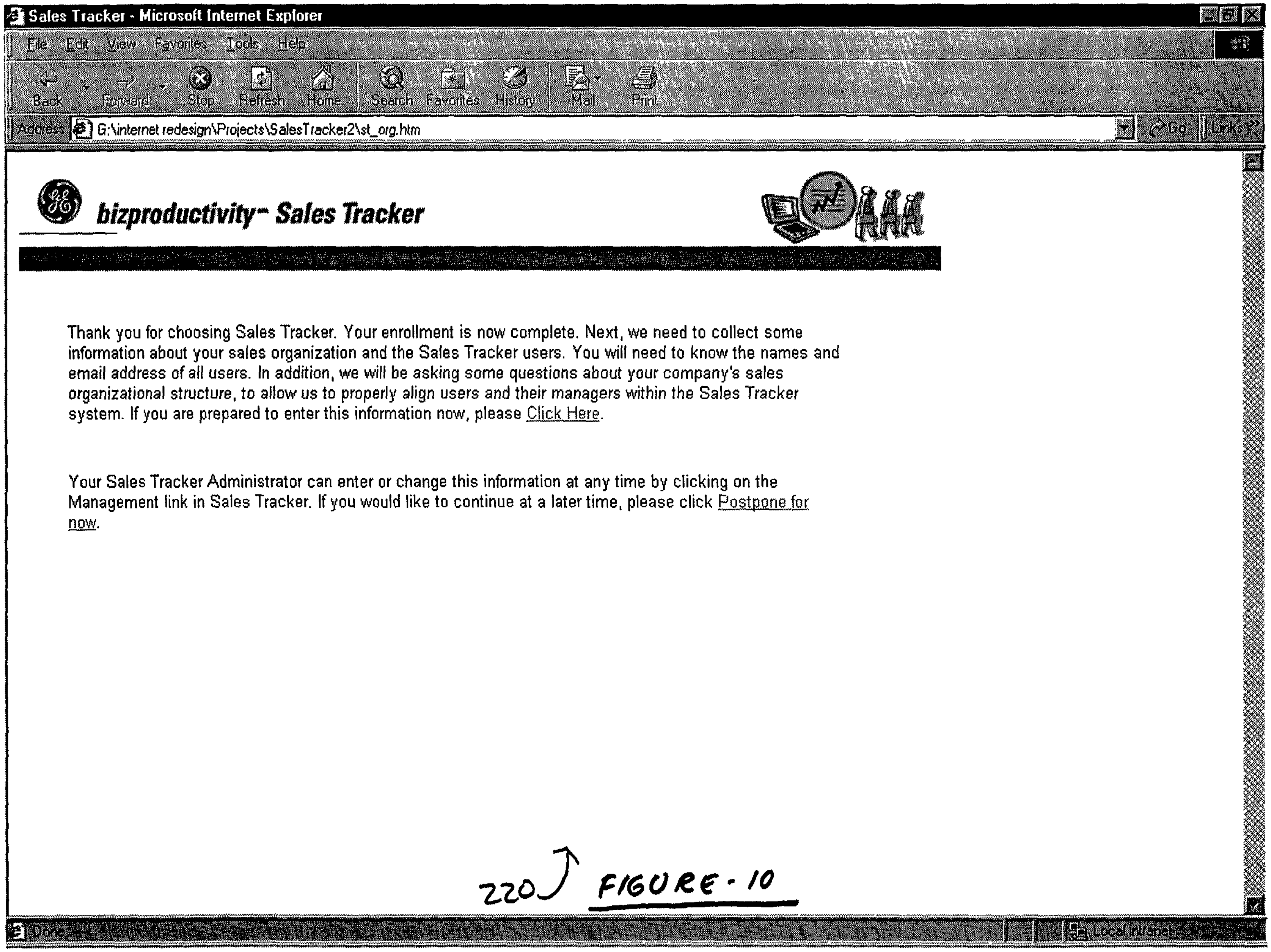
Sales Tracker Verification

Please review the following information. If the information is correct, click on Continue. If you need to make any changes, select a page to return to and click on the Make Changes button Do not use your browser's Back button to make changes as some of your information may be lost.

Your Name	$st_name
Your Title	$st_comp_name
Your Telephone Number	$st_phone
Your Email Address	$st_email
Company Name	$st_comp
Address 1:	$st_add1
Address 2:	$st_add2
City:	$st_city
State:	$st_state
Zip Code:	$st_zip
Number of Sales Tracker Users	$st_num
Enrolling As	$st_license

210

FIGURE 9


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\st_org.htm
Go Links
bizproductivity™ Sales Tracker
Done
Local intranet

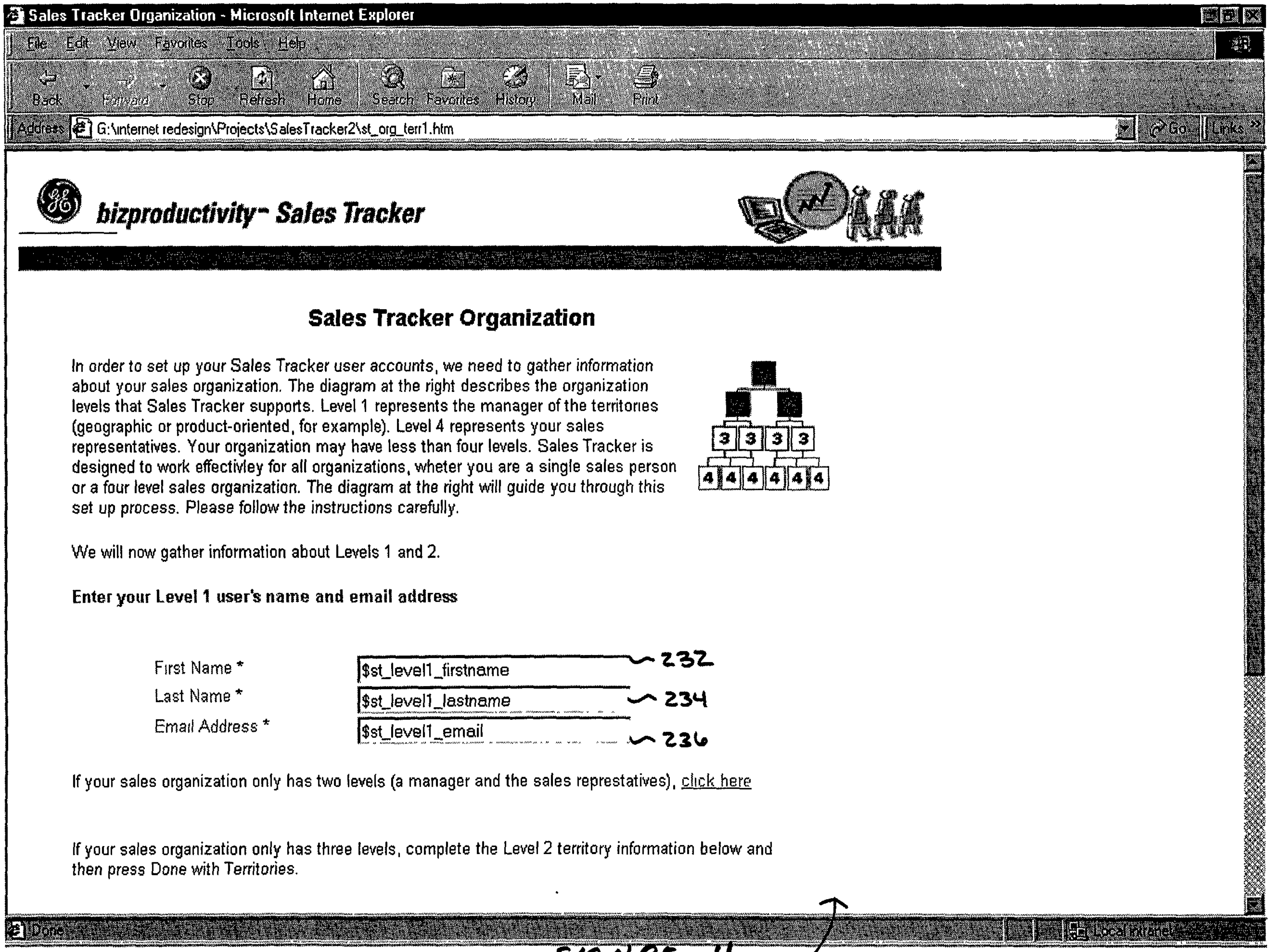
Thank you for choosing Sales Tracker. Your enrollment is now complete. Next, we need to collect some information about your sales organization and the Sales Tracker users. You will need to know the names and email address of all users. In addition, we will be asking some questions about your company's sales organizational structure, to allow us to properly align users and their managers within the Sales Tracker system. If you are prepared to enter this information now, please Click Here.

Your Sales Tracker Administrator can enter or change this information at any time by clicking on the Management link in Sales Tracker. If you would like to continue at a later time, please click Postpone for now.

220

FIGURE-10

09732589.120800


Sales Tracker Organization - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\st_org_terr1.htm
Go Links
bizproductivity™ Sales Tracker
3 3 3 3
4 4 4 4 4 4
232
234
236
Done
Local intranet

Sales Tracker Organization

In order to set up your Sales Tracker user accounts, we need to gather information about your sales organization. The diagram at the right describes the organization levels that Sales Tracker supports. Level 1 represents the manager of the territories (geographic or product-oriented, for example). Level 4 represents your sales representatives. Your organization may have less than four levels. Sales Tracker is designed to work effectivley for all organizations, wheter you are a single sales person or a four level sales organization. The diagram at the right will guide you through this set up process. Please follow the instructions carefully.

We will now gather information about Levels 1 and 2.

Enter your Level 1 user's name and email address

First Name *	$st_level1_firstname
Last Name *	$st_level1_lastname
Email Address *	$st_level1_email

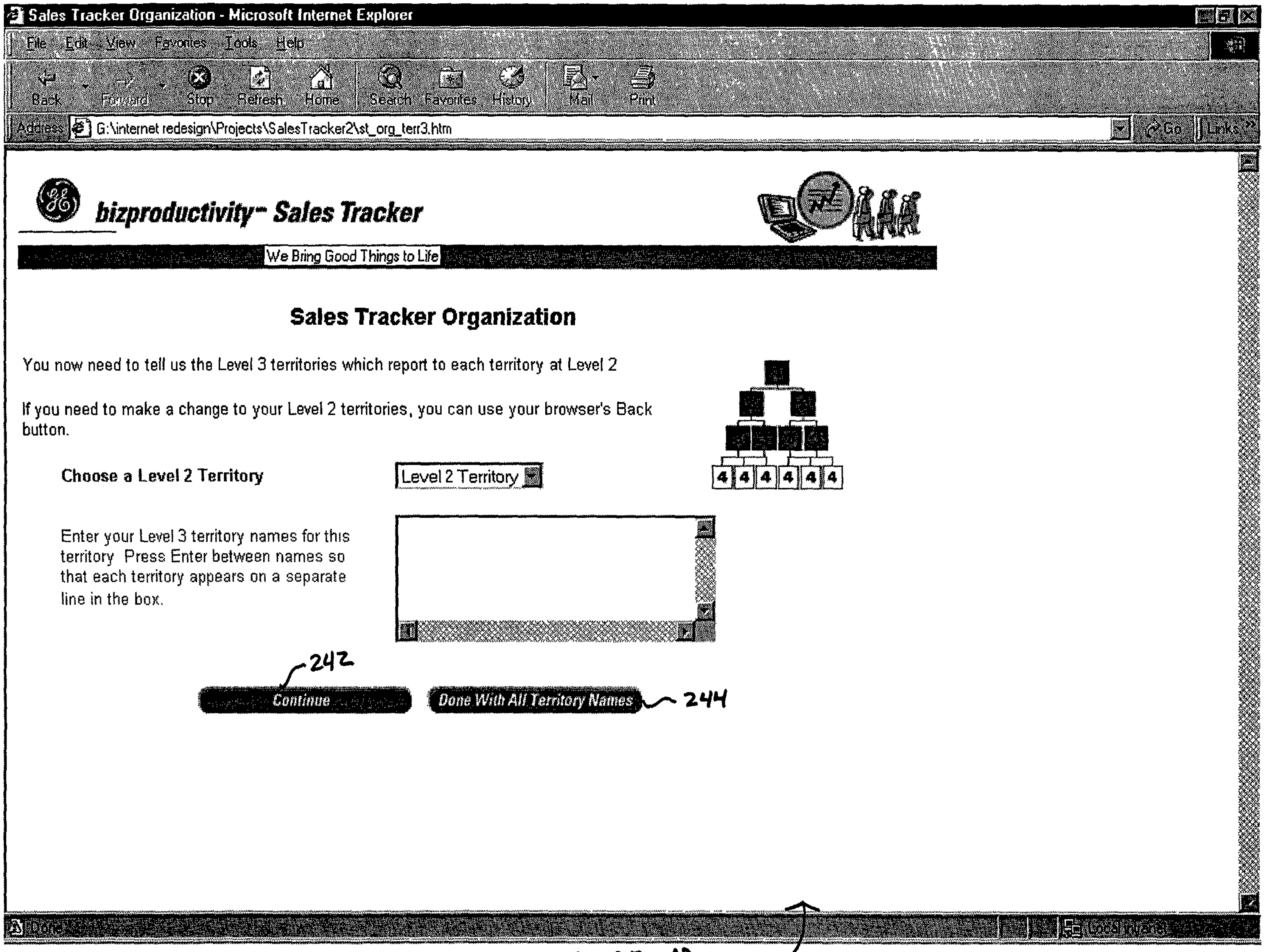
If your sales organization only has two levels (a manager and the sales represtatives), click here

If your sales organization only has three levels, complete the Level 2 territory information below and then press Done with Territories.

FIGURE - 11

230

09732589.120800


Sales Tracker Organization - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\st_org_terr3.htm
Go Links
bizproductivity™ Sales Tracker
We Bring Good Things to Life
4 4 4 4 4 4
Continue
Done With All Territory Names
Done
Local intranet
242
244

Sales Tracker Organization

You now need to tell us the Level 3 territories which report to each territory at Level 2

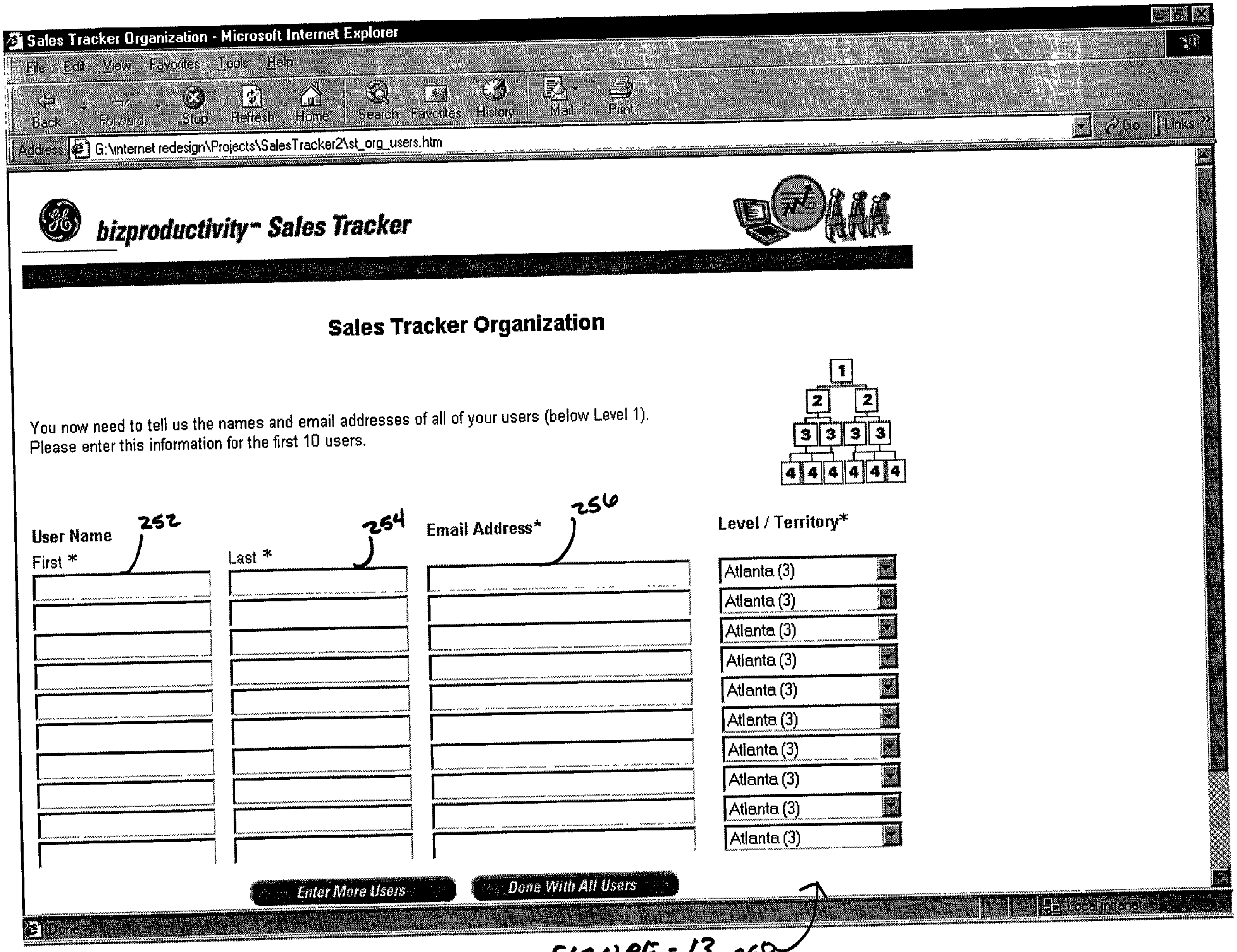
If you need to make a change to your Level 2 territories, you can use your browser's Back button.

Choose a Level 2 Territory Level 2 Territory

Enter your Level 3 territory names for this territory Press Enter between names so that each territory appears on a separate line in the box.

FIGURE-12

240



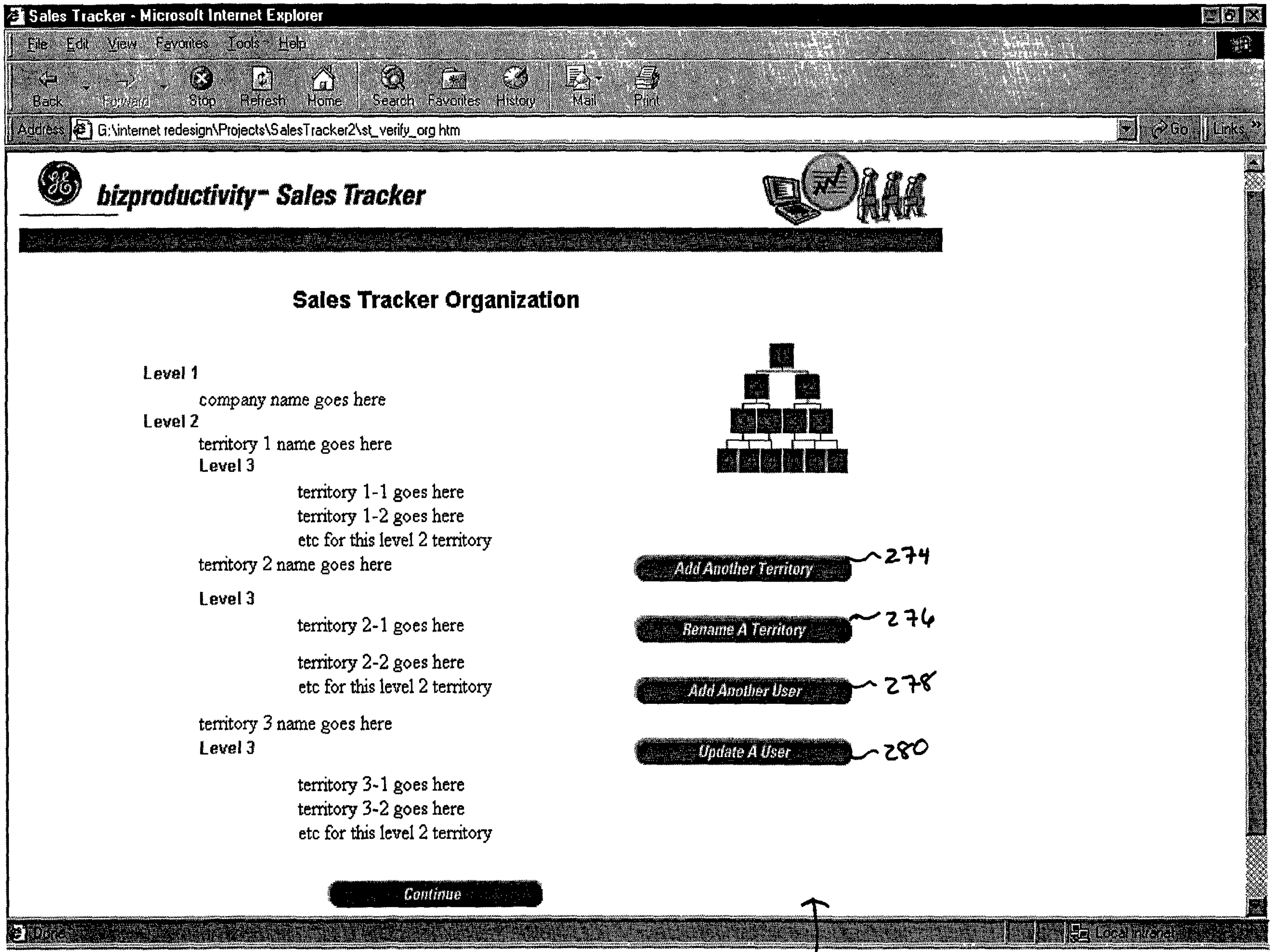
Sales Tracker Organization - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\st_org_users.htm
Go Links
bizproductivity™ Sales Tracker
1
2 2
3 3 3 3
4 4 4 4 4 4
Enter More Users
Done With All Users
Done
Local intranet
252
254
256
250

Sales Tracker Organization

You now need to tell us the names and email addresses of all of your users (below Level 1).
Please enter this information for the first 10 users.

User Name First *	Last *	Email Address*	Level / Territory*
			Atlanta (3)
			Atlanta (3)
			Atlanta (3)
			Atlanta (3)
			Atlanta (3)
			Atlanta (3)
			Atlanta (3)
			Atlanta (3)
			Atlanta (3)
			Atlanta (3)

FIGURE - 13


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address
Go
Links
bizproductivity™ Sales Tracker
Add Another Territory
274
Rename A Territory
276
Add Another User
278
Update A User
280
Continue
Done
Local intranet

G:\internet redesign\Projects\SalesTracker2\st_verify_org htm

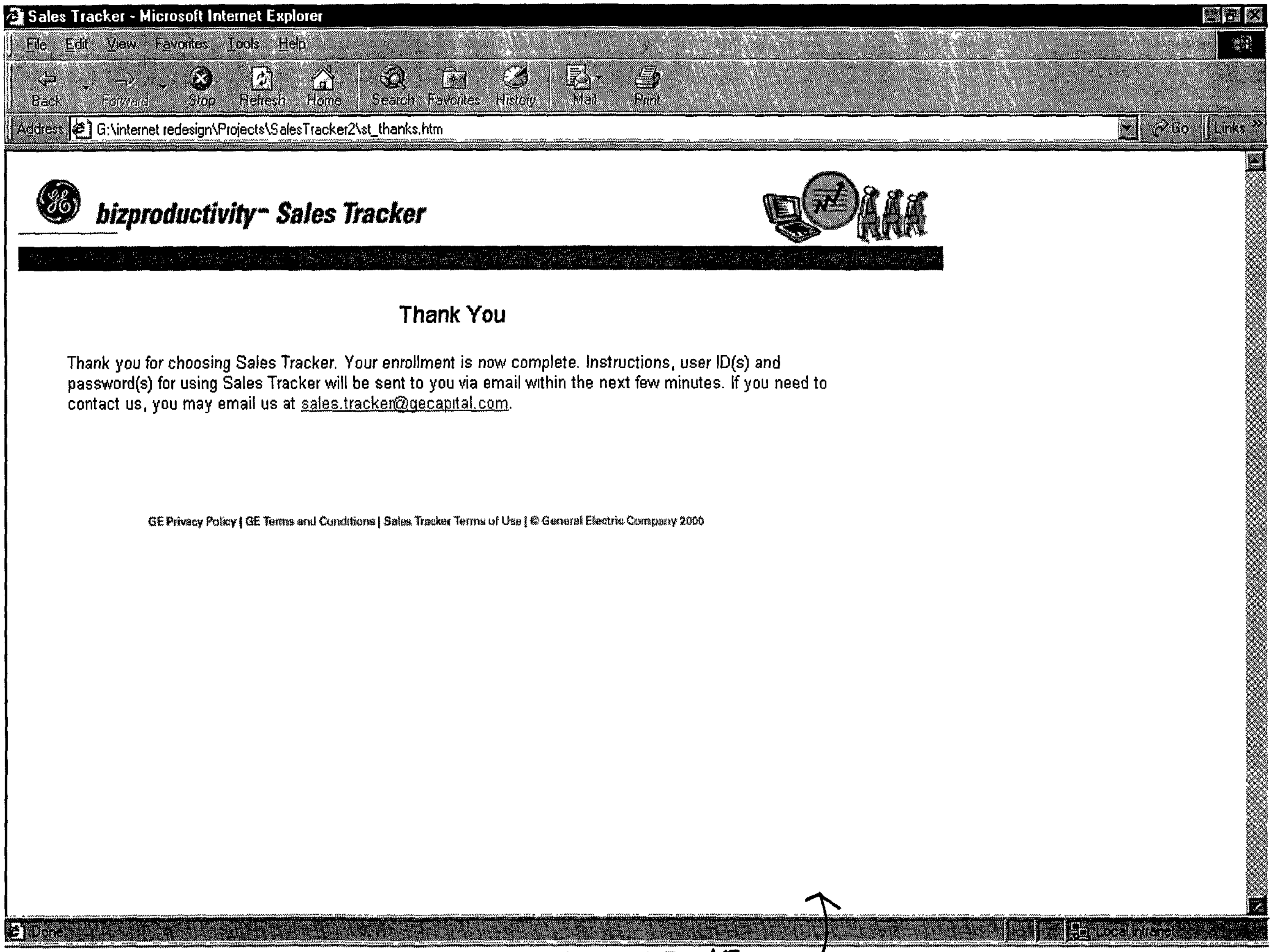
Sales Tracker Organization

Level 1
company name goes here
Level 2
territory 1 name goes here
Level 3
territory 1-1 goes here
territory 1-2 goes here
etc for this level 2 territory
territory 2 name goes here
Level 3
territory 2-1 goes here
territory 2-2 goes here
etc for this level 2 territory
territory 3 name goes here
Level 3
territory 3-1 goes here
territory 3-2 goes here
etc for this level 2 territory

FIGURE. 14

270

09232580.120800



G:\internet redesign\Projects\SalesTracker2\st_thanks.htm

bizproductivity™ Sales Tracker

Thank You

Thank you for choosing Sales Tracker. Your enrollment is now complete. Instructions, user ID(s) and password(s) for using Sales Tracker will be sent to you via email within the next few minutes. If you need to contact us, you may email us at sales.tracker@gecapital.com.

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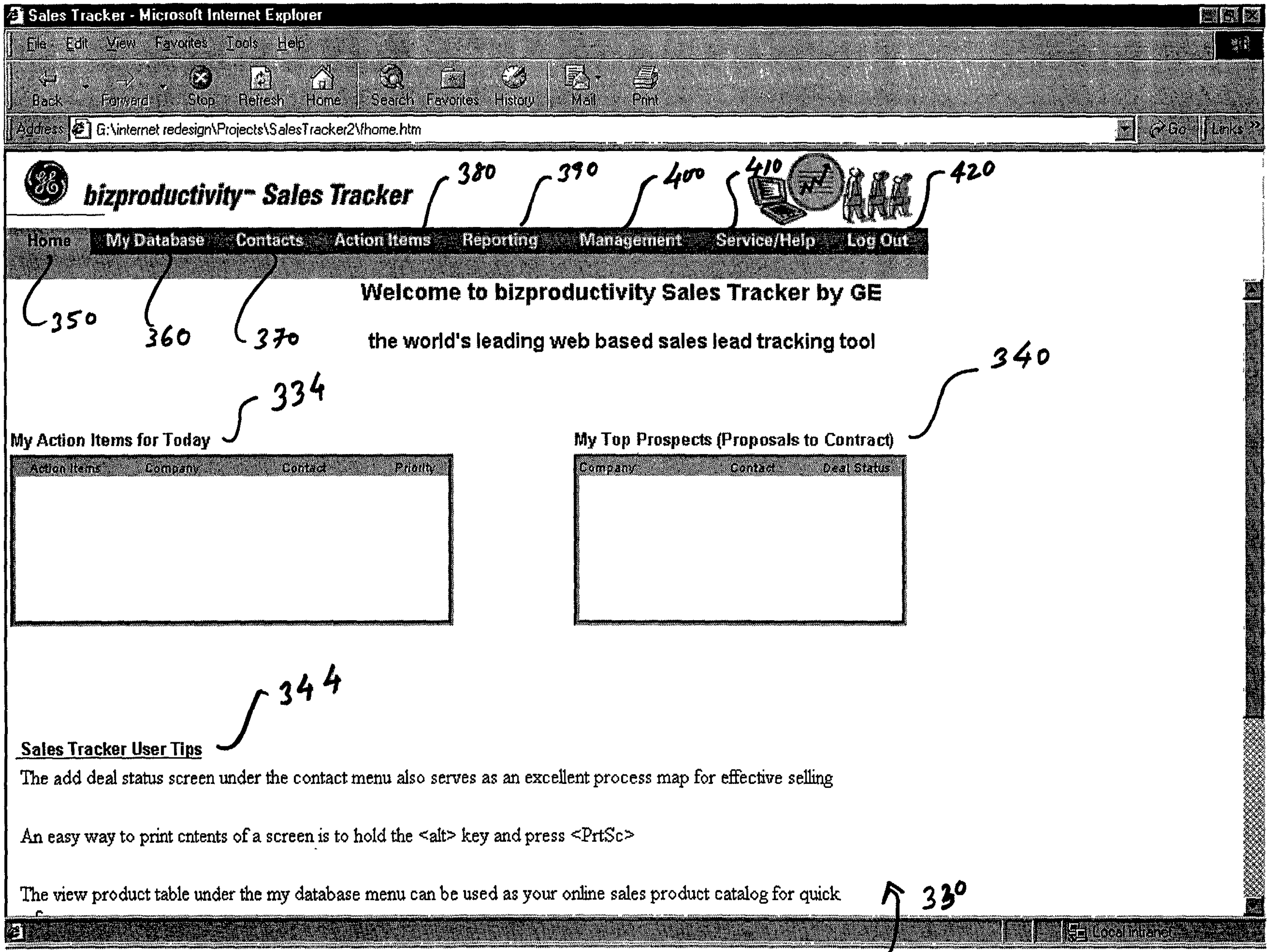
FIGURE - 15

290



Welcome to bizproductivity Sales Tracker by GE

the world's leading web based sales lead tracking tool

My Action Items for Today

My Top Prospects (Proposals to Contract)

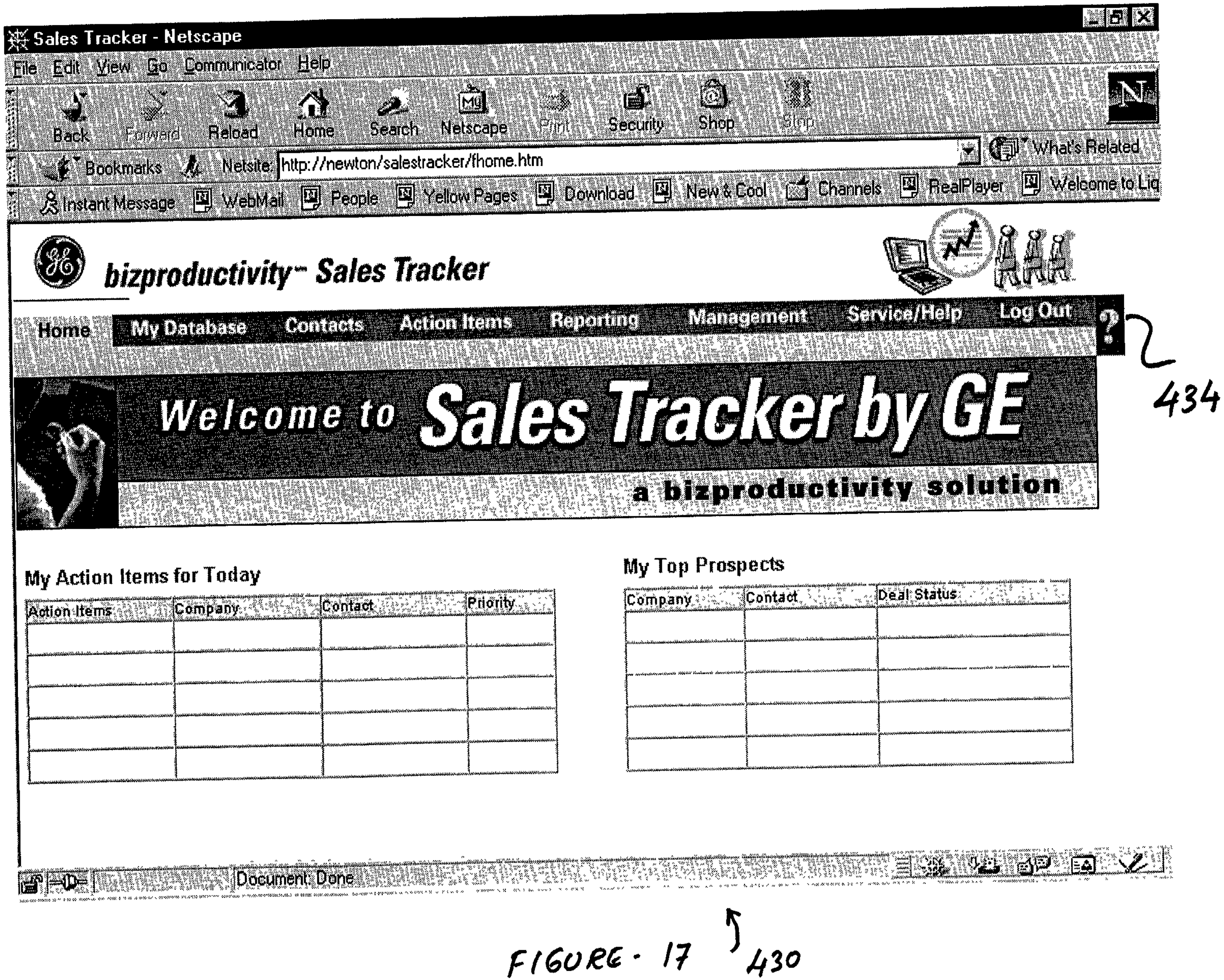
Sales Tracker User Tips

The add deal status screen under the contact menu also serves as an excellent process map for effective selling

An easy way to print cntents of a screen is to hold the <alt> key and press <PrtSc>

The view product table under the my database menu can be used as your online sales product catalog for quick

FIGURE - 16


Sales Tracker - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Netscape Print Security Shop Stop
Bookmarks Netsite: http://newton/salestracker/fhome.htm
What's Related
Instant Message WebMail People Yellow Pages Download New & Cool Channels RealPlayer Welcome to Liq
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out ?
Welcome to Sales Tracker by GE
a bizproductivity solution
Document: Done
434
430

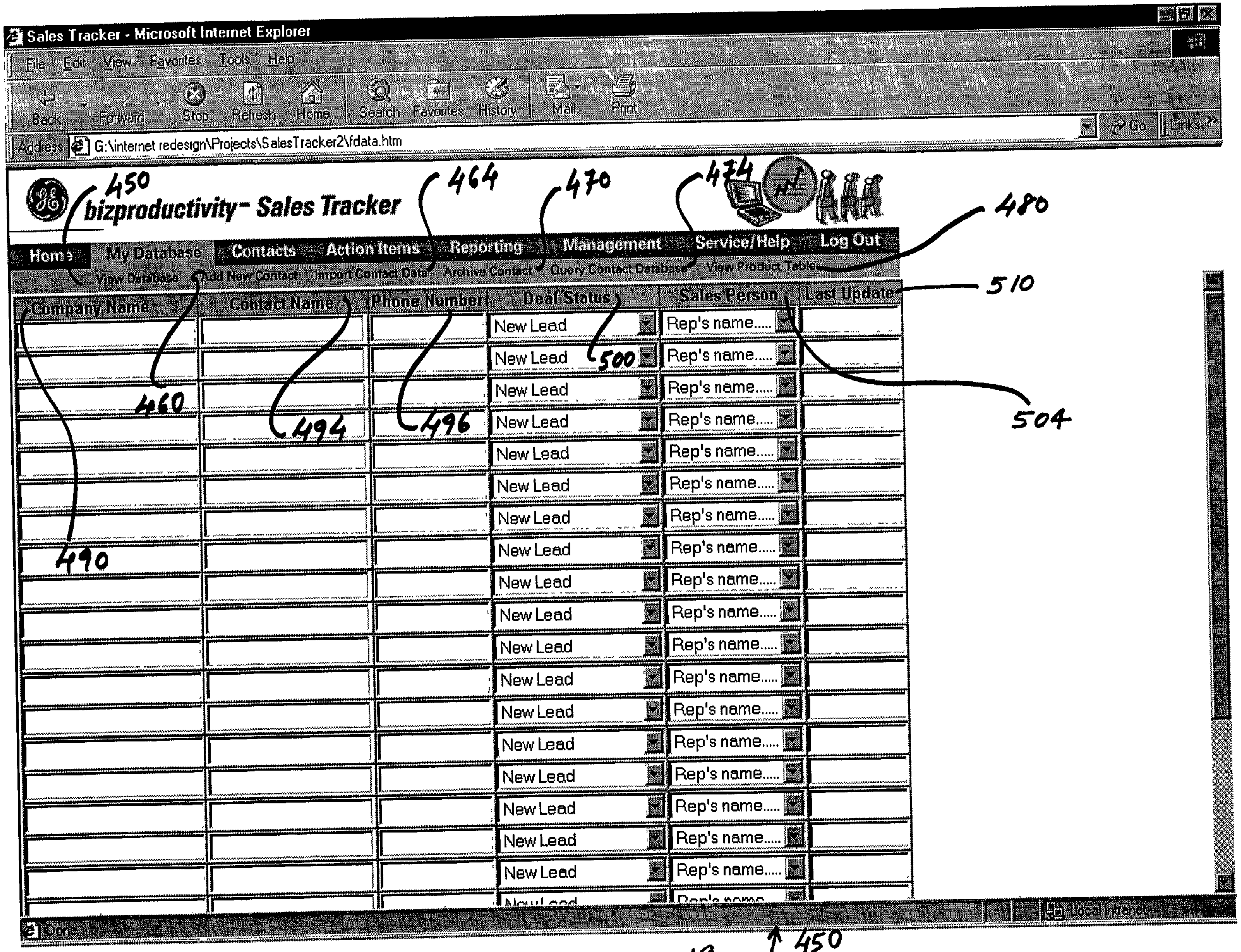
My Action Items for Today

Action Items	Company	Contact	Priority

My Top Prospects

Company	Contact	Deal Status

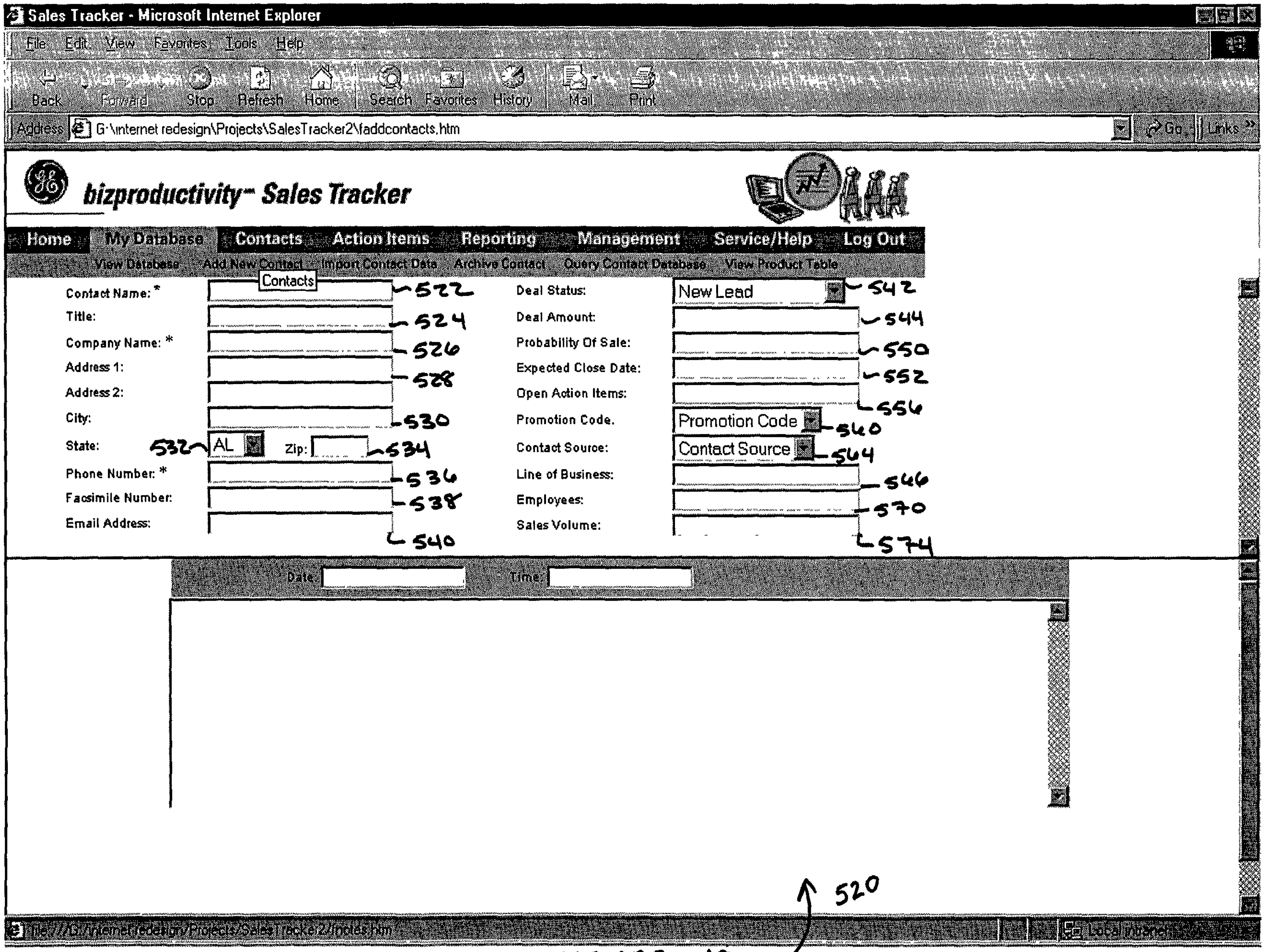
FIGURE · 17



Company Name	Contact Name	Phone Number	Deal Status	Sales Person	Last Update
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	
			New Lead	Rep's name.....	

FIGURE - 18

09732599.120800


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\faddcontacts.htm
Go Links »
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
View Database Add New Contact Import Contact Data Archive Contact Query Contact Database View Product Table
Contacts
Date:
Time:
file://G:/internet redesign/Projects/SalesTracker2/notes.htm
Local intranet
522
524
526
528
530
532
534
536
538
540
542
544
550
552
556
540
564
546
570
574
520

Contact Name: *
Title:
Company Name: *
Address 1:
Address 2:
City:
State: AL Zip:
Phone Number: *
Facsimile Number:
Email Address:

Deal Status: New Lead
Deal Amount:
Probability Of Sale:
Expected Close Date:
Open Action Items:
Promotion Code. Promotion Code
Contact Source: Contact Source
Line of Business:
Employees:
Sales Volume:

FIGURE - 19

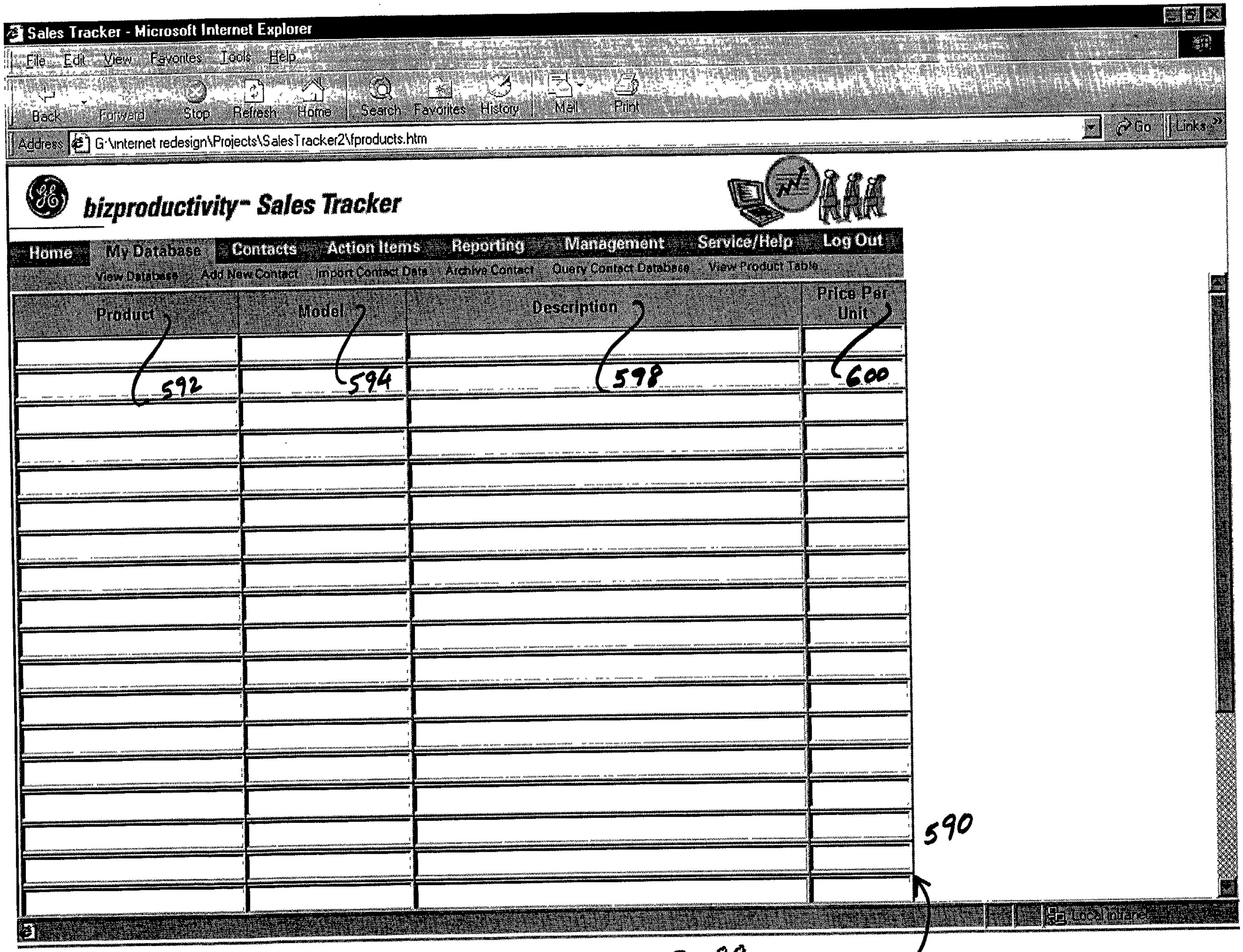
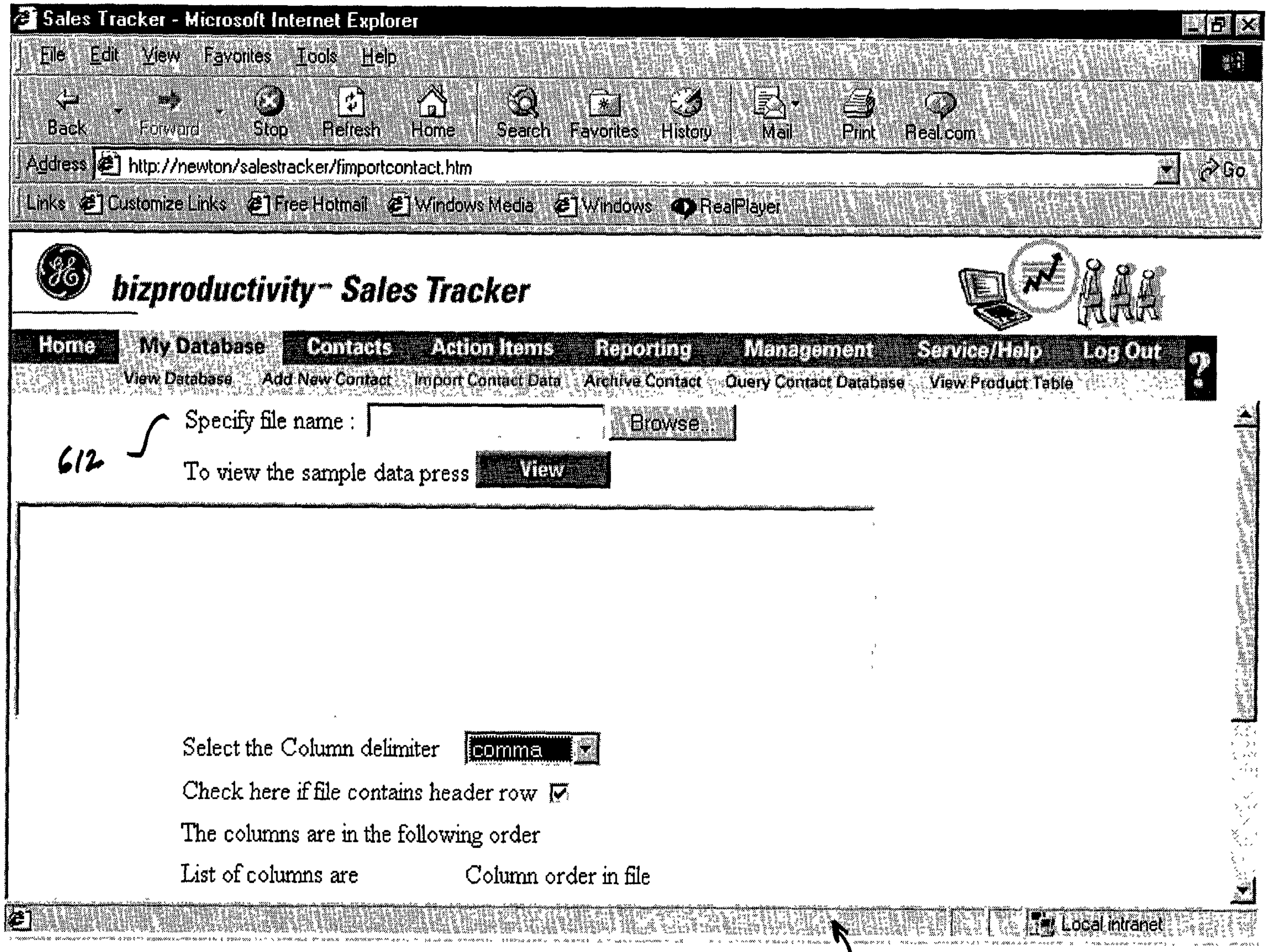

Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\fproducts.htm
Go Links
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
View Database Add New Contact Import Contact Data Archive Contact Query Contact Database View Product Table
Product
Model
Description
Price Per Unit
592
594
598
600
590
Local intranet

FIGURE-20


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com
Address http://newton/salestracker/fimportcontact.htm
Go
Links Customize Links Free Hotmail Windows Media Windows RealPlayer
bizproductivity Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
View Database Add New Contact Import Contact Data Archive Contact Query Contact Database View Product Table
Browse...
View
Local intranet
612
610

Specify file name :

To view the sample data press View

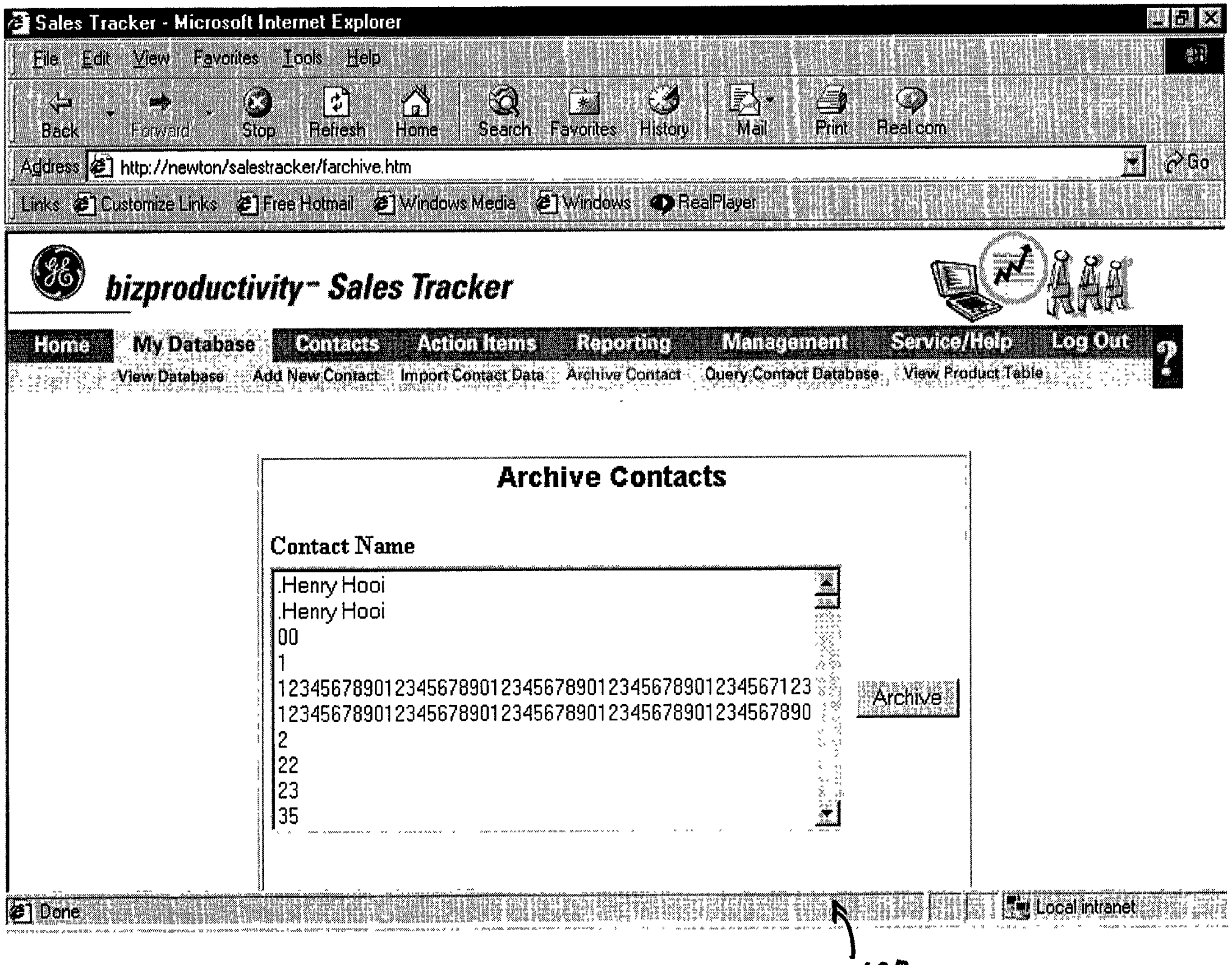
Select the Column delimiter: comma

Check here if file contains header row ☑

The columns are in the following order

List of columns are Column order in file

FIGURE - 21


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com
Address http://newton/salestracker/farchive.htm
Go
Links Customize Links Free Hotmail Windows Media Windows RealPlayer
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
View Database Add New Contact Import Contact Data Archive Contact Query Contact Database View Product Table
Archive
Done
Local intranet
620

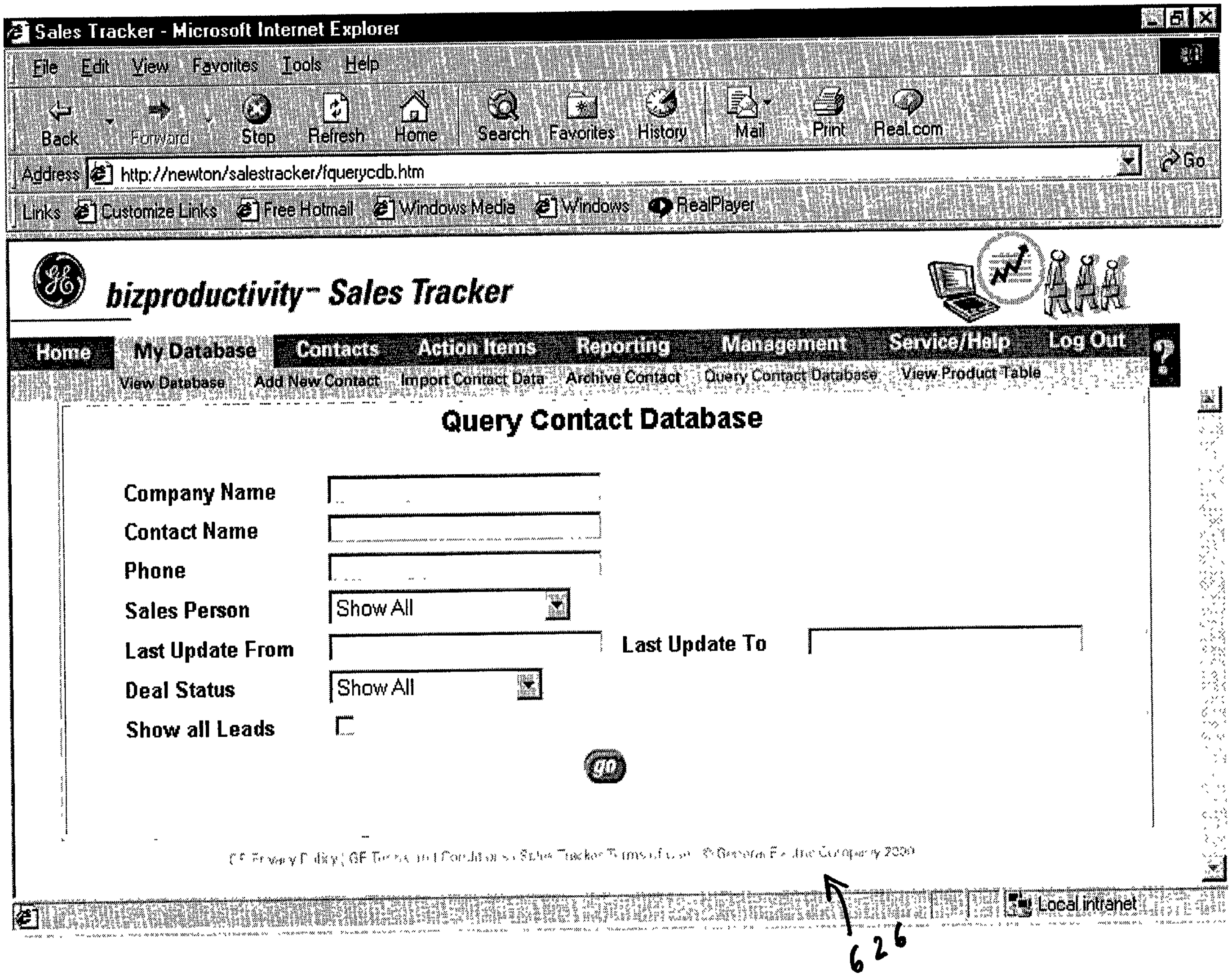
Archive Contacts

Contact Name

.Henry Hooi
.Henry Hooi
00
1
12345678901234567890123456789012345678901234567123
12345678901234567890123456789012345678901234567890
2
22
23
35

FIGURE - 22

09722589.120800



Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com
Address http://newton/salestracker/fquerycdb.htm
Go
Links Customize Links Free Hotmail Windows Media Windows RealPlayer
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
View Database Add New Contact Import Contact Data Archive Contact Query Contact Database View Product Table
go
Local intranet
626

Query Contact Database

Company Name			
Contact Name			
Phone			
Sales Person	Show All		
Last Update From		**Last Update To**	
Deal Status	Show All		
Show all Leads	☐		

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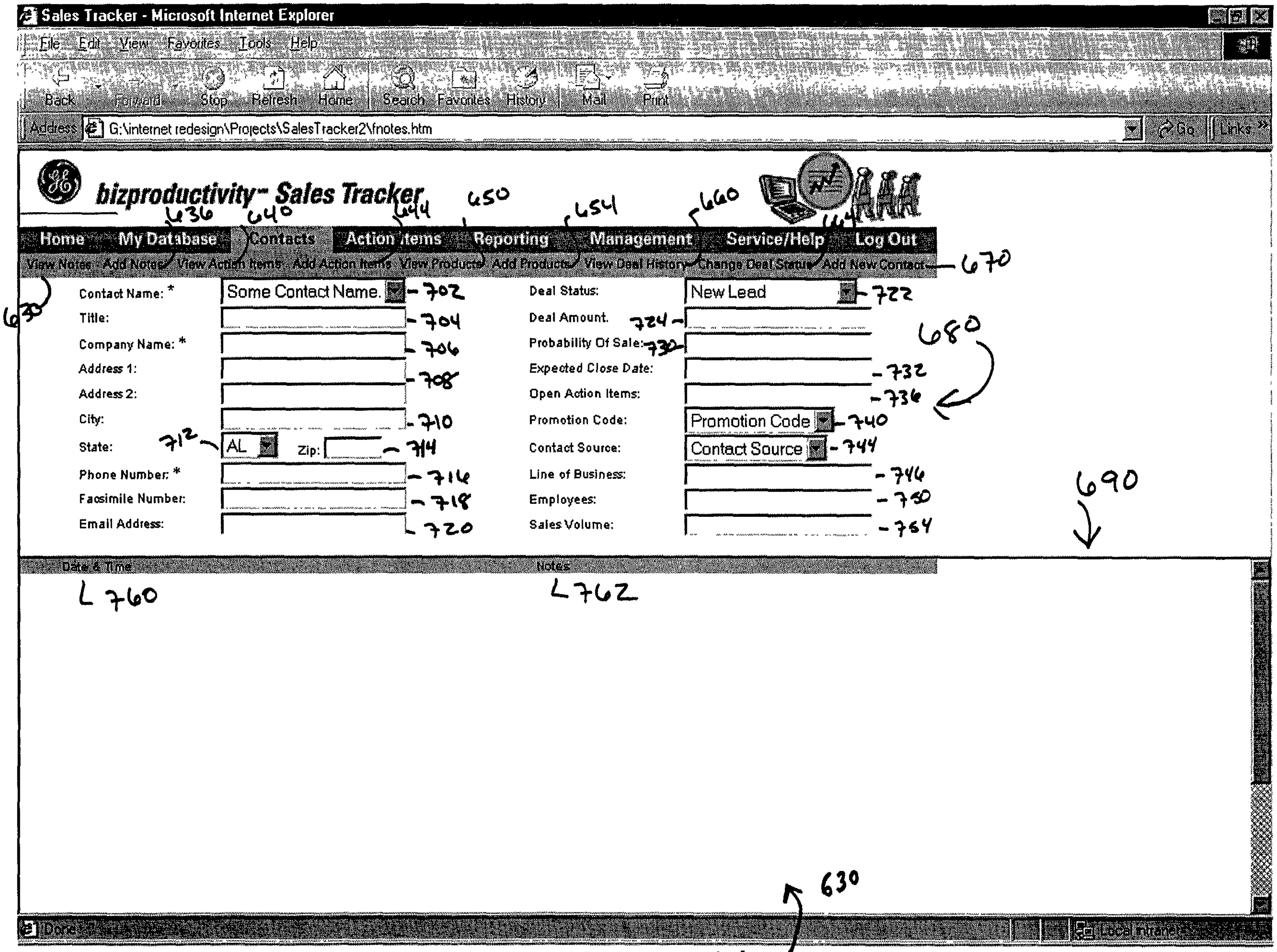
FIGURE-23

09732589 .120800



Address: G:\internet redesign\Projects\SalesTracker2\fnotes.htm

Contact Name: * Some Contact Name.

Title:

Company Name: *

Address 1:

Address 2:

City:

State: AL Zip:

Phone Number: *

Facsimile Number:

Email Address:

Deal Status: New Lead

Deal Amount:

Probability Of Sale:

Expected Close Date:

Open Action Items:

Promotion Code: Promotion Code

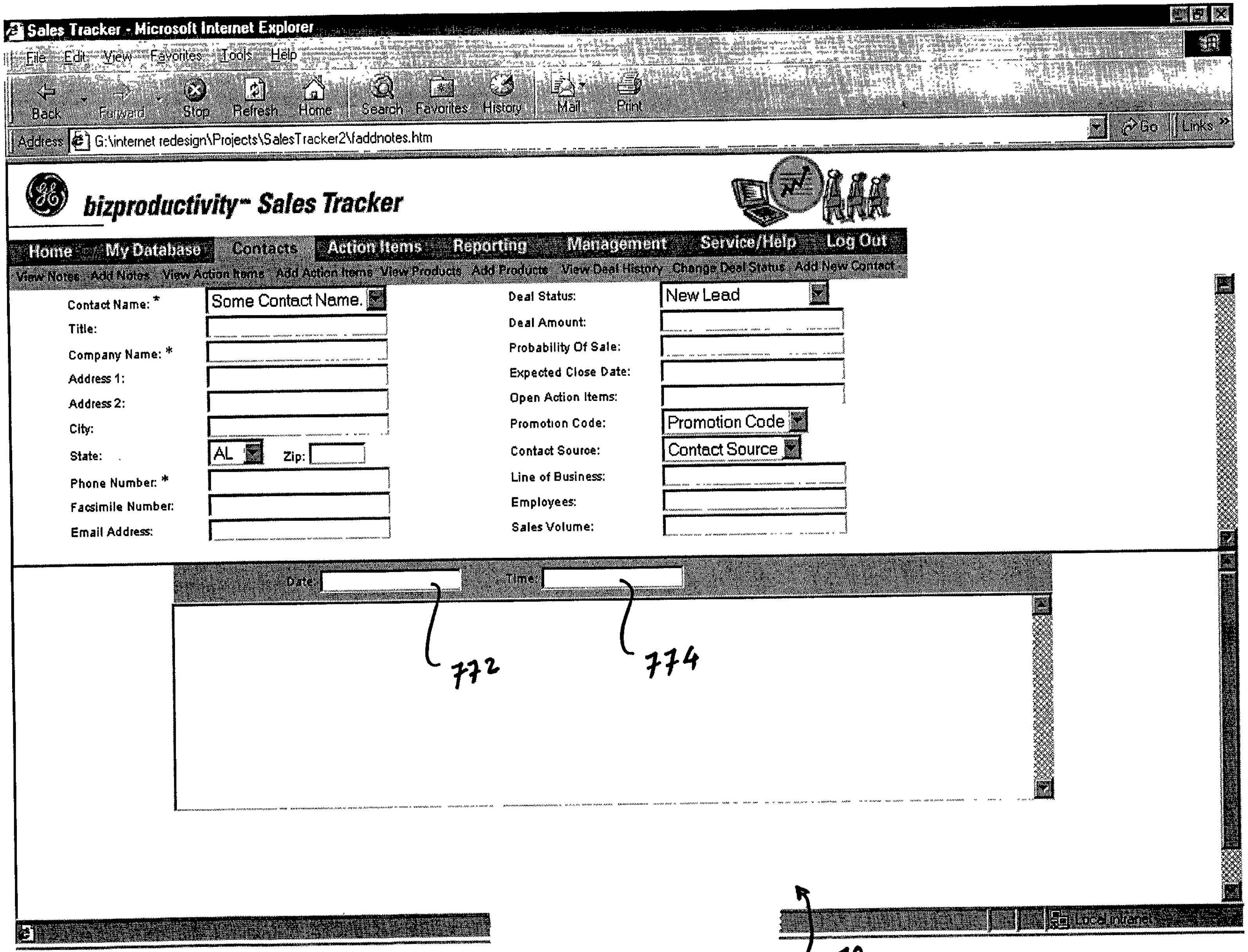
Contact Source: Contact Source

Line of Business:

Employees:

Sales Volume:

FIGURE - 24

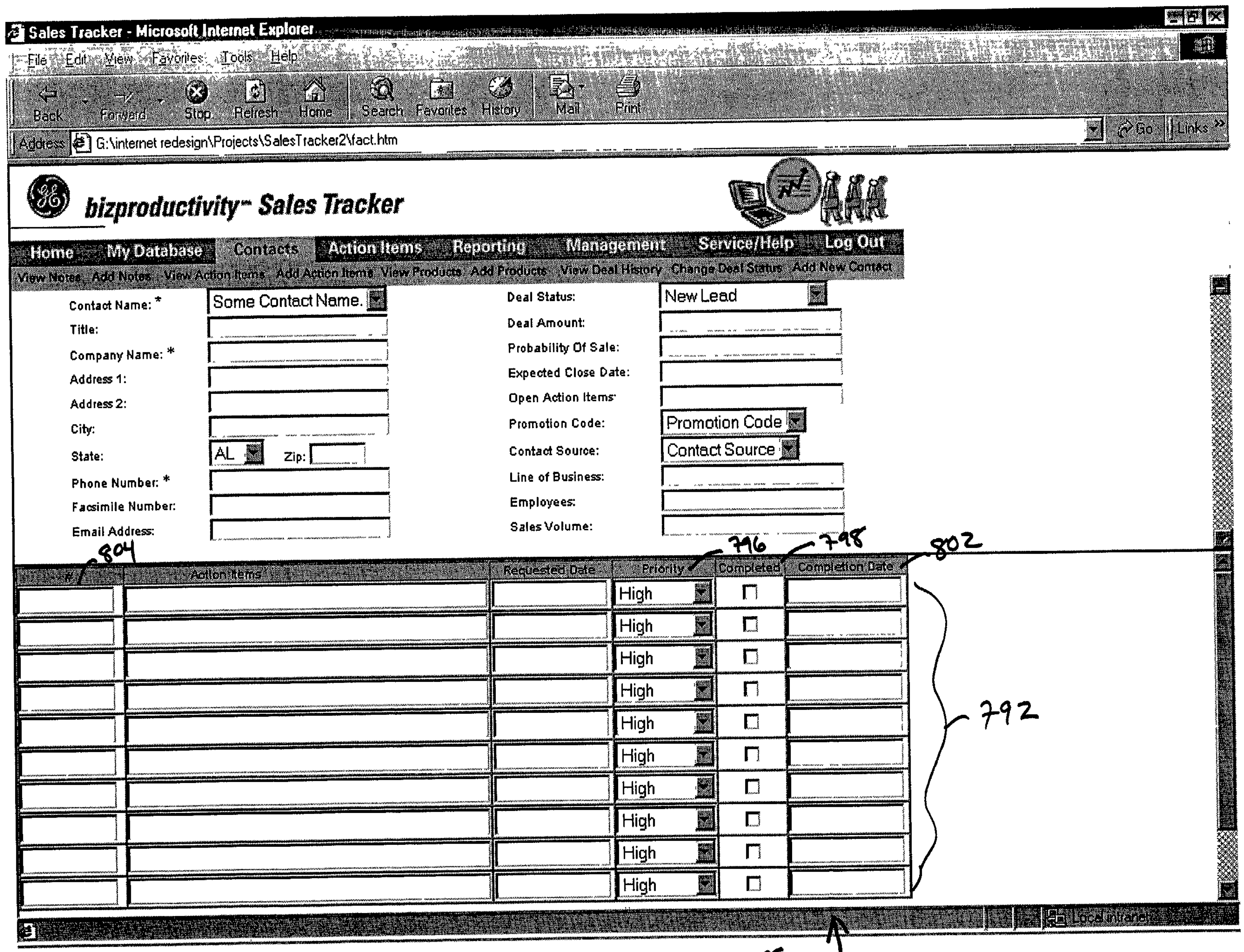

Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\faddnotes.htm
Go Links »
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
View Notes Add Notes View Action Items Add Action Items View Products Add Products View Deal History Change Deal Status Add New Contact
Local intranet
772
774
770

Contact Name: * Some Contact Name.
Title:
Company Name: *
Address 1:
Address 2:
City:
State: AL Zip:
Phone Number: *
Facsimile Number:
Email Address:

Deal Status: New Lead
Deal Amount:
Probability Of Sale:
Expected Close Date:
Open Action Items:
Promotion Code: Promotion Code
Contact Source: Contact Source
Line of Business:
Employees:
Sales Volume:

Date:
Time:

FIGURE-25

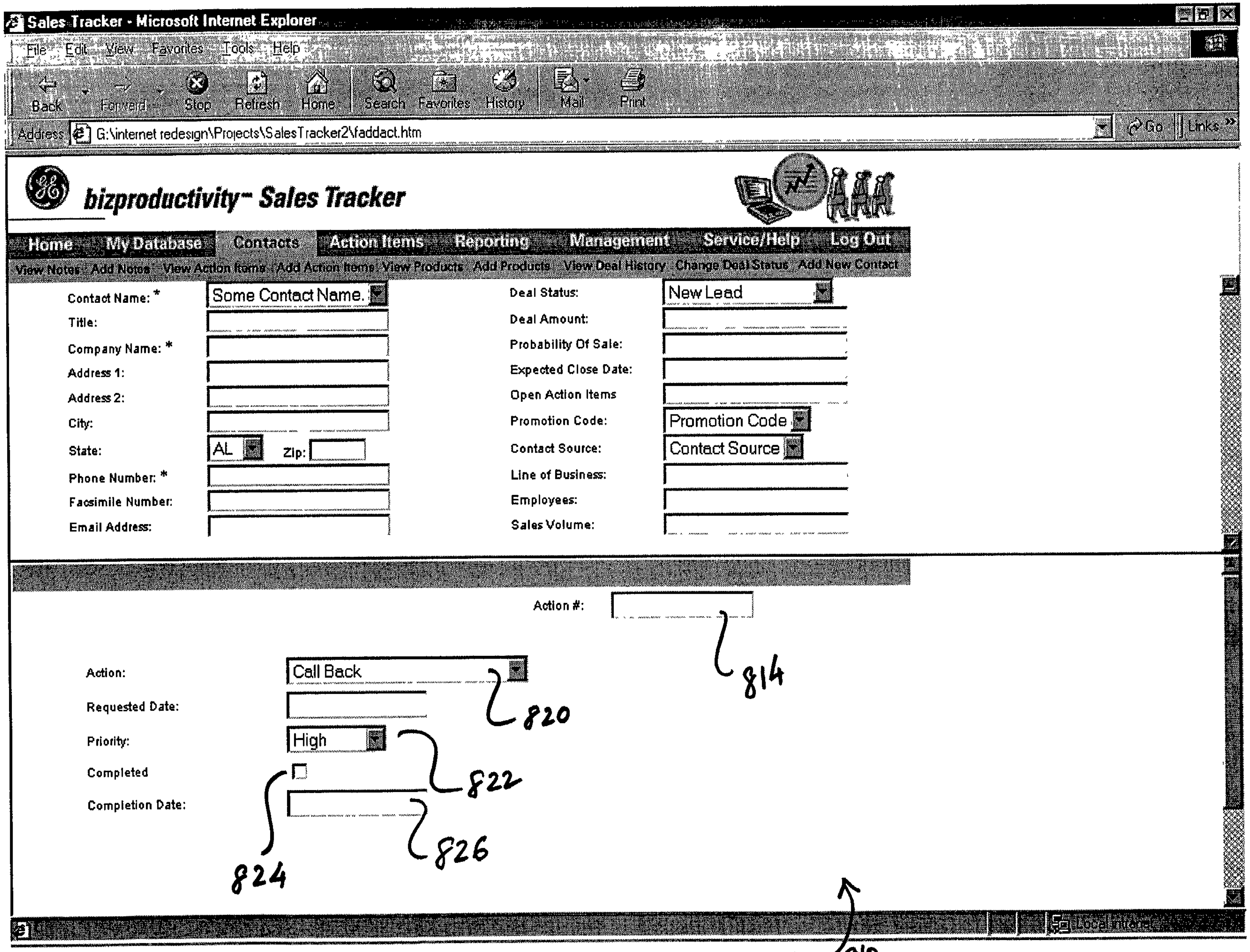

Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\fact.htm
Go Links »
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
View Notes Add Notes View Action Items Add Action Items View Products Add Products View Deal History Change Deal Status Add New Contact
Local intranet
804
796
798
802
792
790

Contact Name: *	Some Contact Name.	Deal Status:	New Lead
Title:		Deal Amount:	
Company Name: *		Probability Of Sale:	
Address 1:		Expected Close Date:	
Address 2:		Open Action Items:	
City:		Promotion Code:	Promotion Code
State:	AL Zip:	Contact Source:	Contact Source
Phone Number: *		Line of Business:	
Facsimile Number:		Employees:	
Email Address:		Sales Volume:	

#	Action Items	Requested Date	Priority	Completed	Completion Date
			High	☐	
			High	☐	
			High	☐	
			High	☐	
			High	☐	
			High	☐	
			High	☐	
			High	☐	
			High	☐	
			High	☐	

FIGURE · 26

09522760 . 102800



Address: G:\internet redesign\Projects\SalesTracker2\faddact.htm

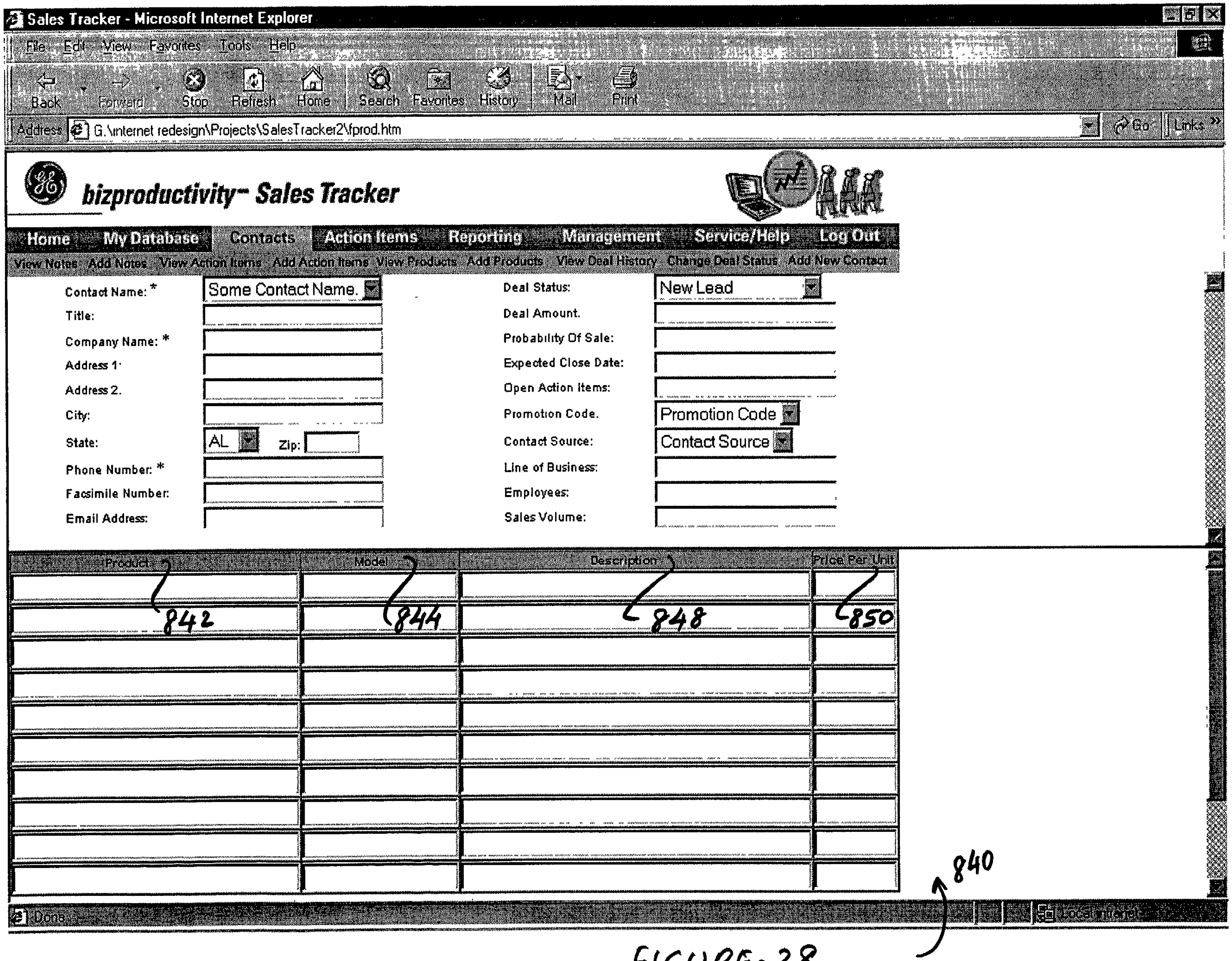
Contact Name: * Some Contact Name.
Title:
Company Name: *
Address 1:
Address 2:
City:
State: AL Zip:
Phone Number: *
Facsimile Number:
Email Address:

Deal Status: New Lead
Deal Amount:
Probability Of Sale:
Expected Close Date:
Open Action Items
Promotion Code: Promotion Code
Contact Source: Contact Source
Line of Business:
Employees:
Sales Volume:

Action #:

Action: Call Back
Requested Date:
Priority: High
Completed ☐
Completion Date:

FIGURE - 27


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address
Go Links »
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
View Notes Add Notes View Action Items Add Action Items View Products Add Products View Deal History Change Deal Status Add New Contact
842
844
848
850
840
Done
Local intranet

G:\internet redesign\Projects\SalesTracker2\fprod.htm

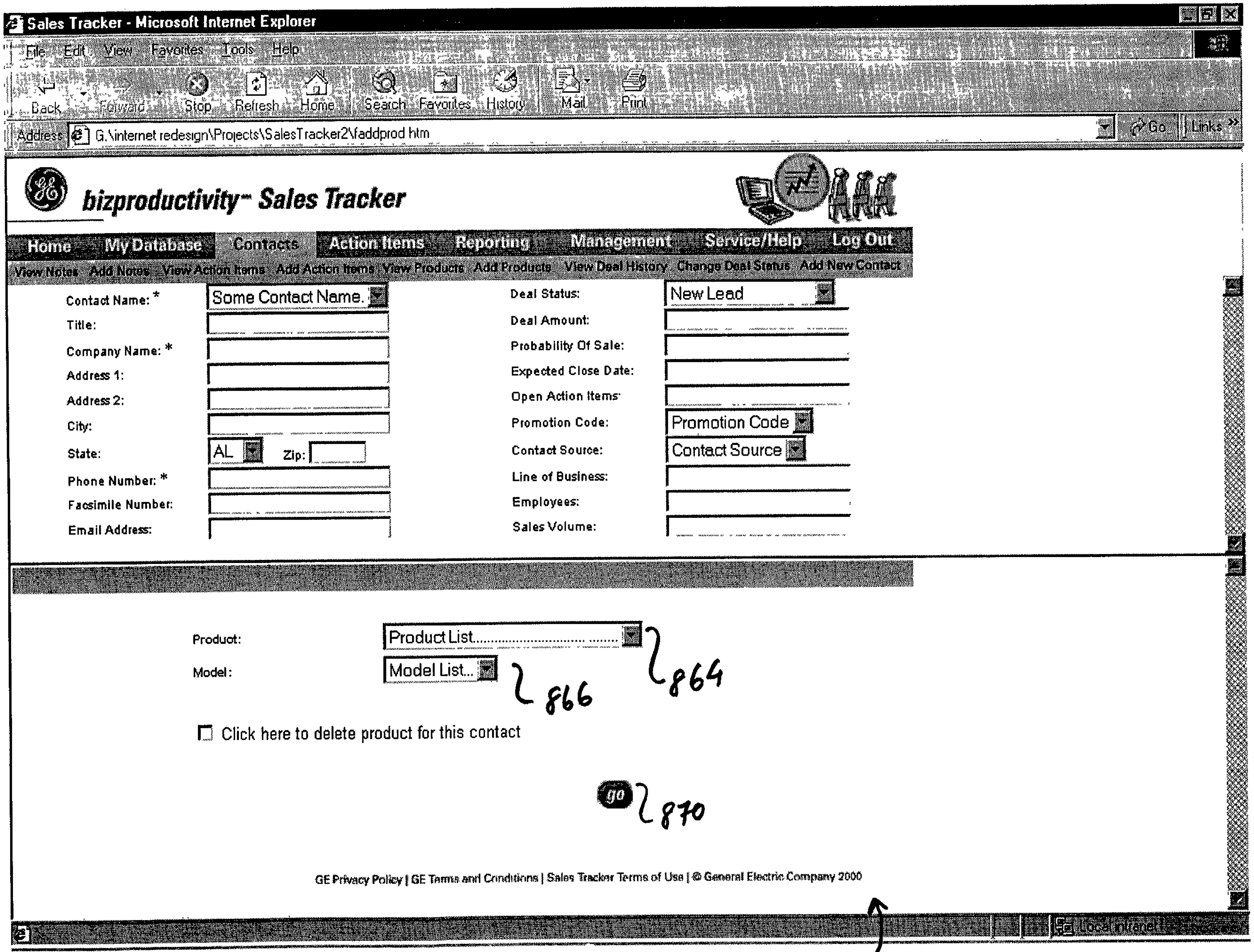
Contact Name: * Some Contact Name.
Title:
Company Name: *
Address 1:
Address 2:
City:
State: AL Zip:
Phone Number: *
Facsimile Number:
Email Address:

Deal Status: New Lead
Deal Amount:
Probability Of Sale:
Expected Close Date:
Open Action Items:
Promotion Code: Promotion Code
Contact Source: Contact Source
Line of Business:
Employees:
Sales Volume:

Product	Model	Description	Price Per Unit

FIGURE-28

00802T 08522600


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\faddprod htm
Go Links »
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
View Notes Add Notes View Action Items Add Action Items View Products Add Products View Deal History Change Deal Status Add New Contact
go
GE Privacy Policy | GE Terms and Conditions | Sales Tracker Terms of Use | © General Electric Company 2000
Local intranet
864
866
870
860

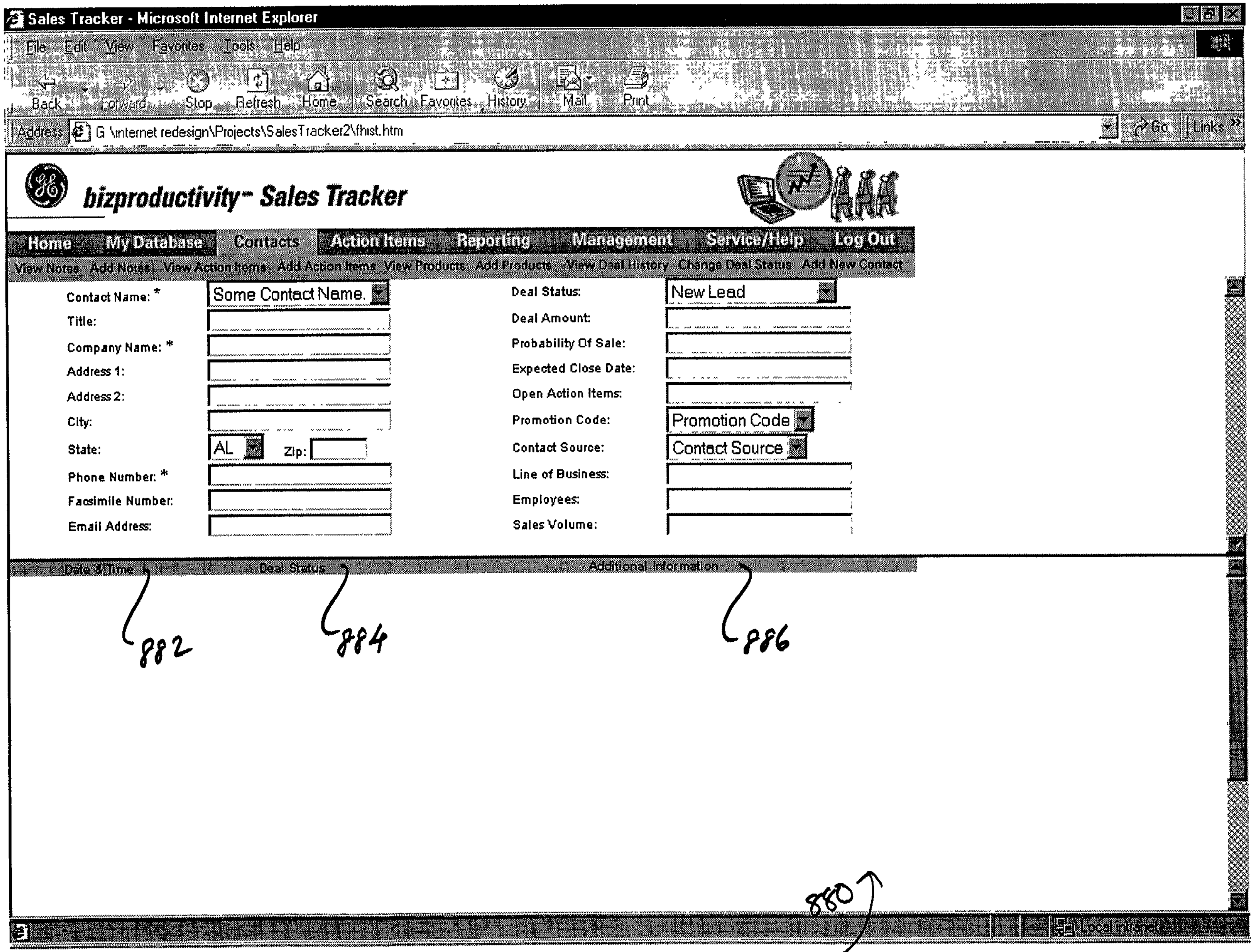
Contact Name: *	Some Contact Name.	Deal Status:	New Lead
Title:		Deal Amount:	
Company Name: *		Probability Of Sale:	
Address 1:		Expected Close Date:	
Address 2:		Open Action Items:	
City:		Promotion Code:	Promotion Code
State:	AL Zip:	Contact Source:	Contact Source
Phone Number: *		Line of Business:	
Facsimile Number:		Employees:	
Email Address:		Sales Volume:	

Product: Product List...

Model: Model List...

☐ Click here to delete product for this contact

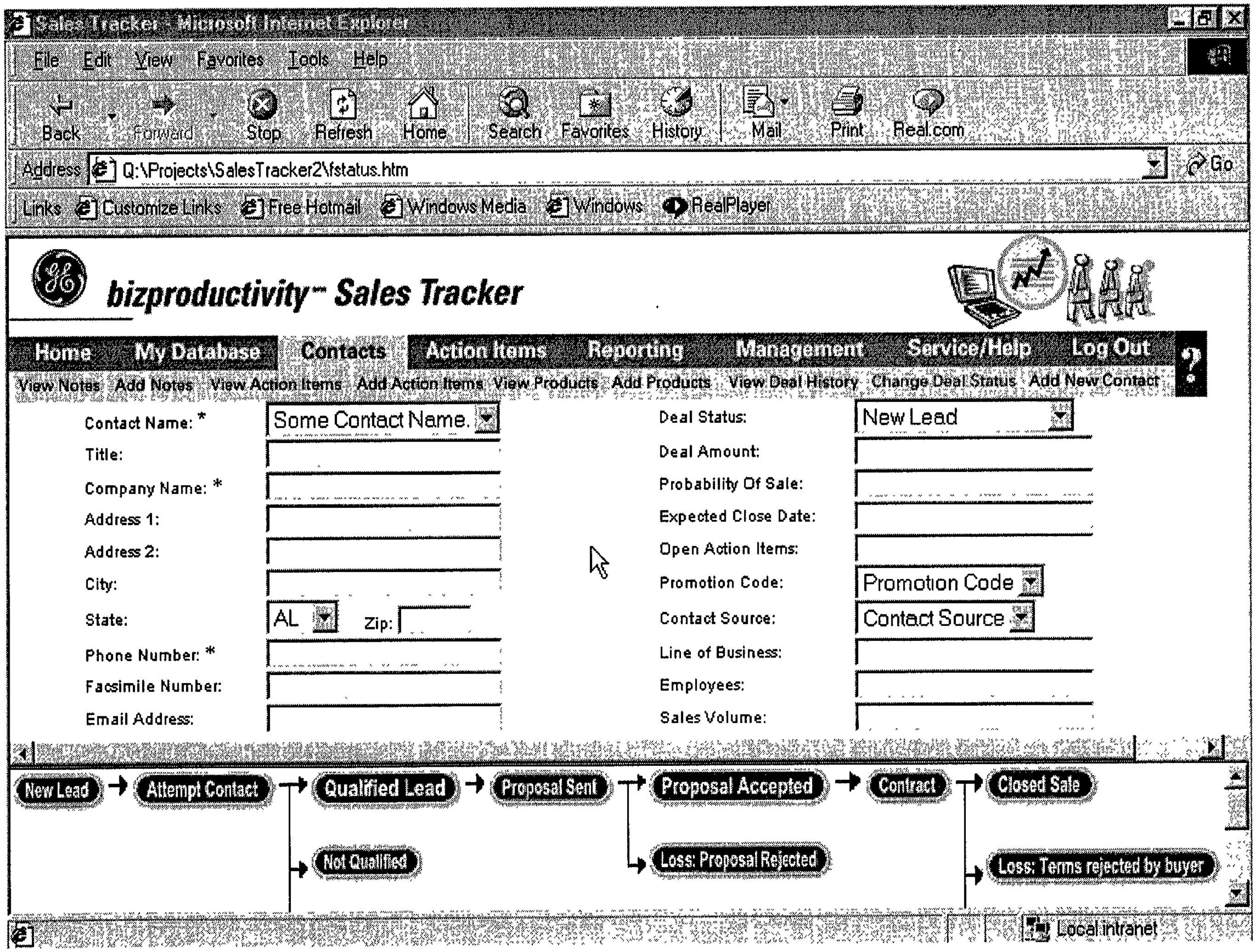
FIGURE-29


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\fhist.htm
Go Links »
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
View Notes Add Notes View Action Items Add Action Items View Products Add Products View Deal History Change Deal Status Add New Contact
Date & Time
Deal Status
Additional Information
Local intranet
882
884
886
880

Contact Name: * Some Contact Name.
Title:
Company Name: *
Address 1:
Address 2:
City:
State: AL Zip:
Phone Number: *
Facsimile Number:
Email Address:

Deal Status: New Lead
Deal Amount:
Probability Of Sale:
Expected Close Date:
Open Action Items:
Promotion Code: Promotion Code
Contact Source: Contact Source
Line of Business:
Employees:
Sales Volume:

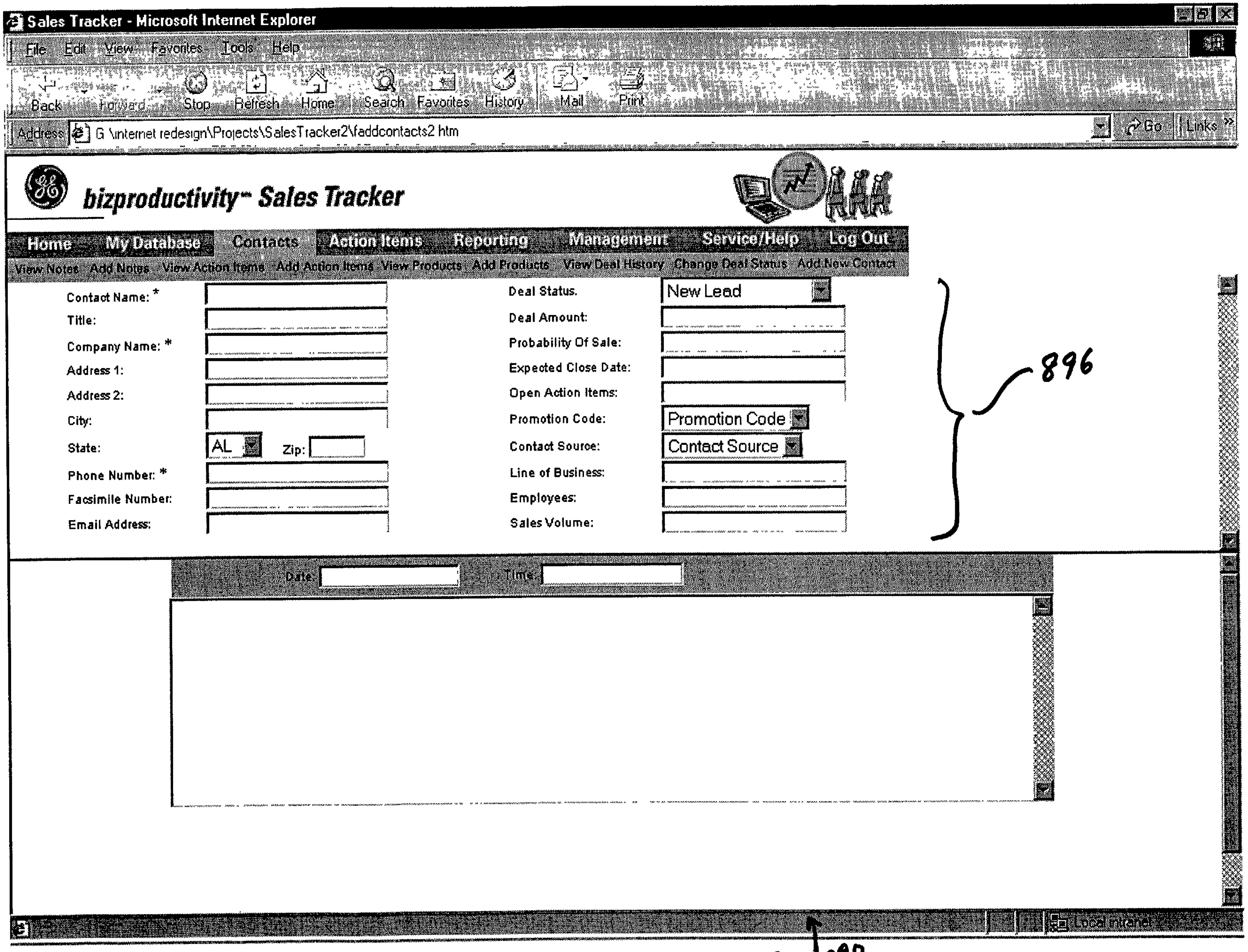
FIGURE-30


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com
Address Q:\Projects\SalesTracker2\fstatus.htm
Go
Links Customize Links Free Hotmail Windows Media Windows RealPlayer
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out ?
View Notes Add Notes View Action Items Add Action Items View Products Add Products View Deal History Change Deal Status Add New Contact
New Lead → Attempt Contact → Qualified Lead → Proposal Sent → Proposal Accepted → Contract → Closed Sale
Not Qualified
Loss: Proposal Rejected
Loss: Terms rejected by buyer
Local intranet

Contact Name: *	Some Contact Name.	Deal Status:	New Lead
Title:		Deal Amount:	
Company Name: *		Probability Of Sale:	
Address 1:		Expected Close Date:	
Address 2:		Open Action Items:	
City:		Promotion Code:	Promotion Code
State:	AL Zip:	Contact Source:	Contact Source
Phone Number: *		Line of Business:	
Facsimile Number:		Employees:	
Email Address:		Sales Volume:	

FIGURE - 31

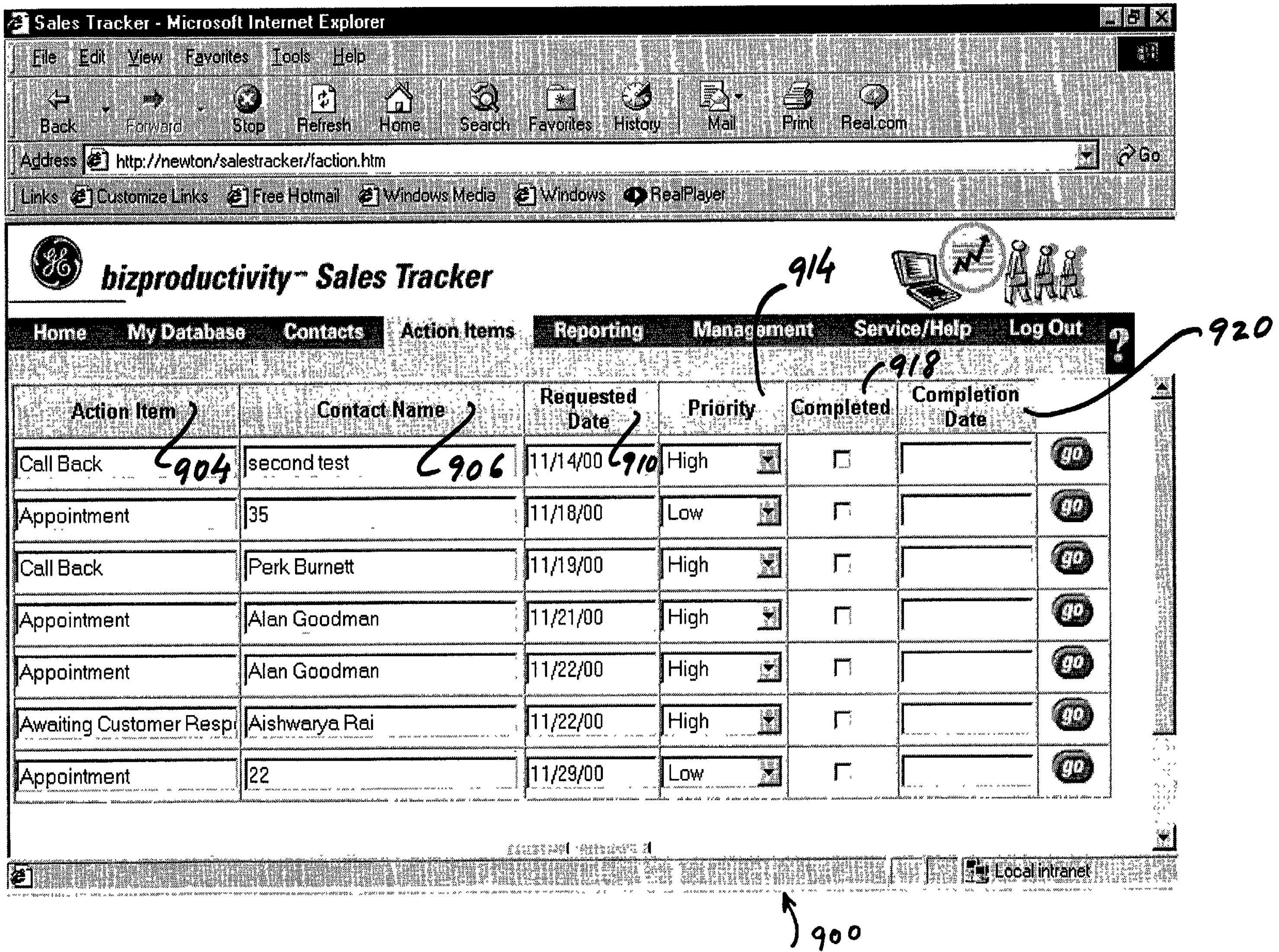
888


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G \internet redesign\Projects\SalesTracker2\faddcontacts2 htm
Go Links
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
View Notes Add Notes View Action Items Add Action Items View Products Add Products View Deal History Change Deal Status Add New Contact
Date
Time
Local intranet
896
890

Contact Name: *
Title:
Company Name: *
Address 1:
Address 2:
City:
State: AL Zip:
Phone Number: *
Facsimile Number:
Email Address:

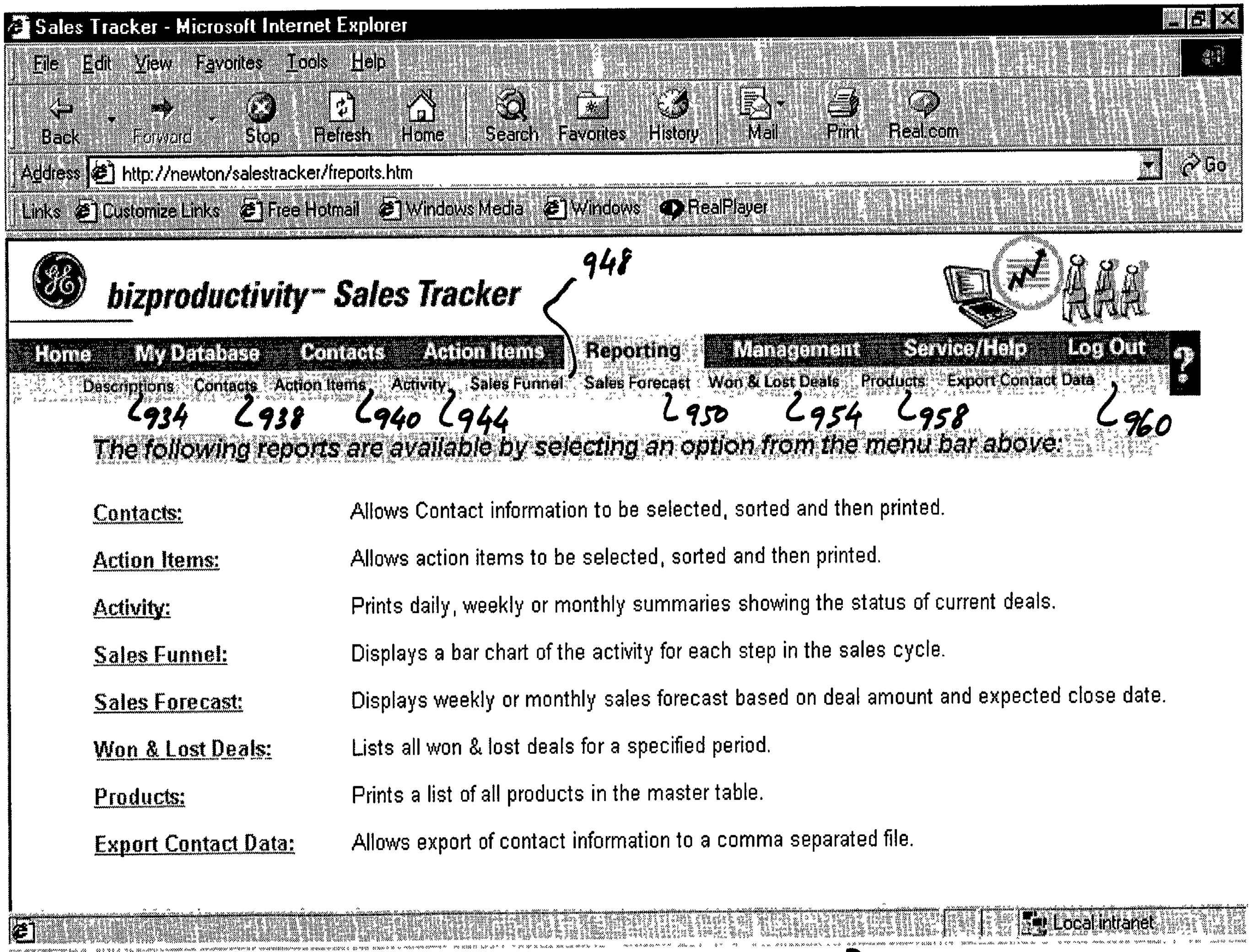
Deal Status: New Lead
Deal Amount:
Probability Of Sale:
Expected Close Date:
Open Action Items:
Promotion Code: Promotion Code
Contact Source: Contact Source
Line of Business:
Employees:
Sales Volume:

FIGURE - 32


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com
Address http://newton/salestracker/faction.htm
Go
Links Customize Links Free Hotmail Windows Media Windows RealPlayer
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
?
Local intranet
904
906
910
914
918
920
900

Action Item	Contact Name	Requested Date	Priority	Completed	Completion Date	
Call Back	second test	11/14/00	High	☐		go
Appointment	35	11/18/00	Low	☐		go
Call Back	Perk Burnett	11/19/00	High	☐		go
Appointment	Alan Goodman	11/21/00	High	☐		go
Appointment	Alan Goodman	11/22/00	High	☐		go
Awaiting Customer Respi	Aishwarya Rai	11/22/00	High	☐		go
Appointment	22	11/29/00	Low	☐		go

FIGURE - 33

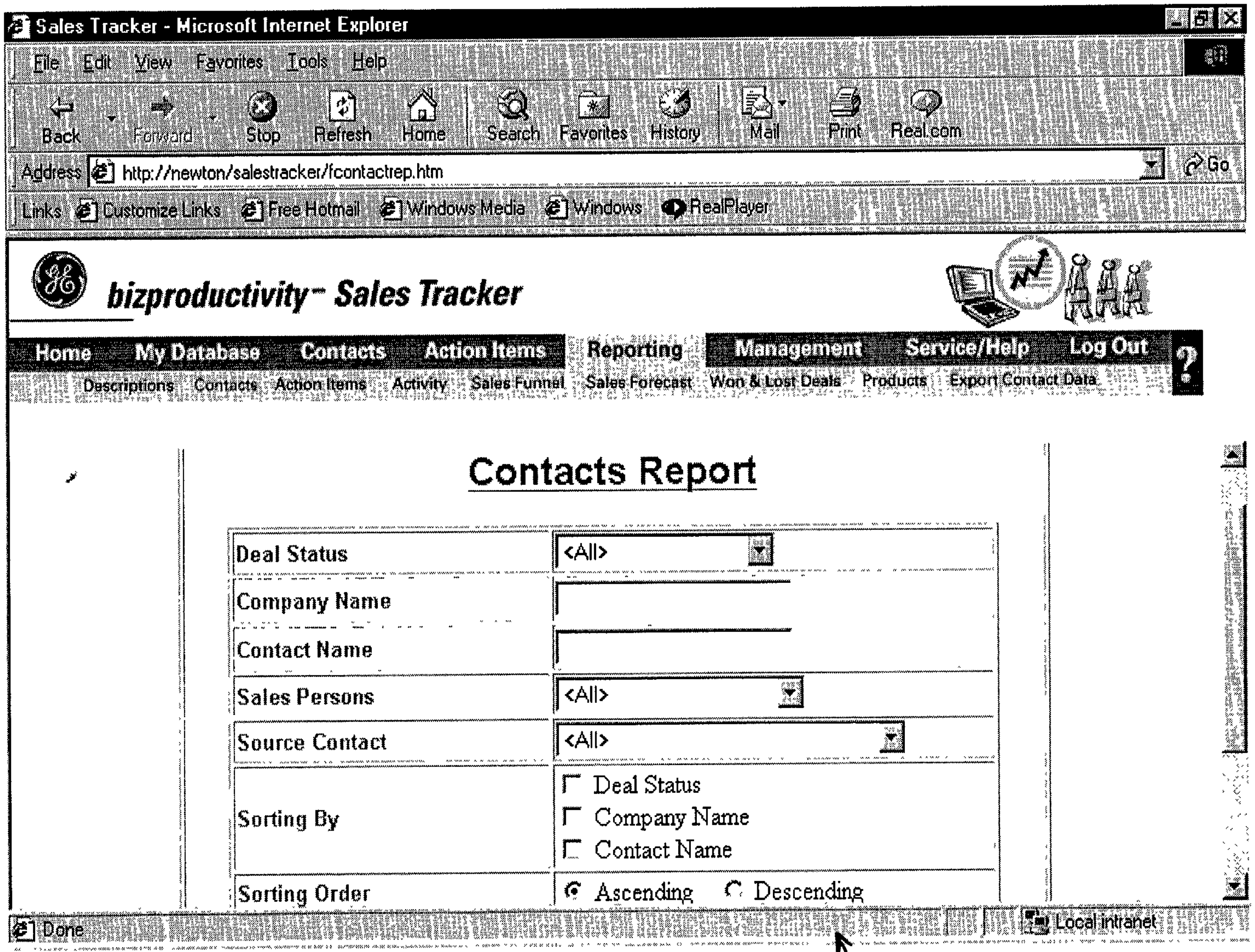

Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com
Address http://newton/salestracker/freports.htm
Go
Links Customize Links Free Hotmail Windows Media Windows RealPlayer
bizproductivity™ Sales Tracker
948
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
Descriptions Contacts Action Items Activity Sales Funnel Sales Forecast Won & Lost Deals Products Export Contact Data
934
938
940
944
950
954
958
960
Local intranet

The following reports are available by selecting an option from the menu bar above:

Contacts:	Allows Contact information to be selected, sorted and then printed.
Action Items:	Allows action items to be selected, sorted and then printed.
Activity:	Prints daily, weekly or monthly summaries showing the status of current deals.
Sales Funnel:	Displays a bar chart of the activity for each step in the sales cycle.
Sales Forecast:	Displays weekly or monthly sales forecast based on deal amount and expected close date.
Won & Lost Deals:	Lists all won & lost deals for a specified period.
Products:	Prints a list of all products in the master table.
Export Contact Data:	Allows export of contact information to a comma separated file.

930

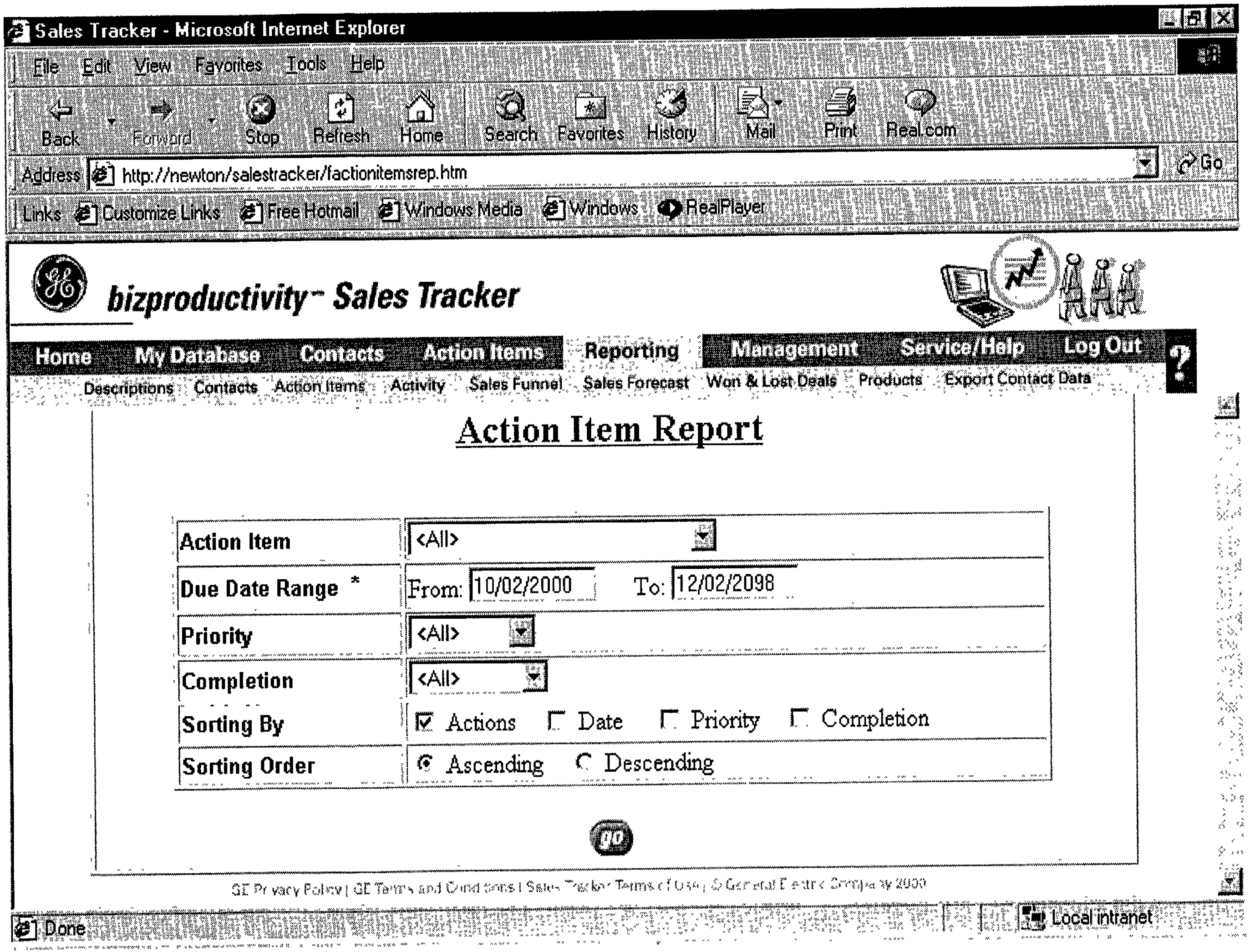
FIGURE - 34



Contacts Report

Deal Status	<All>
Company Name	
Contact Name	
Sales Persons	<All>
Source Contact	<All>
Sorting By	☐ Deal Status ☐ Company Name ☐ Contact Name
Sorting Order	● Ascending ○ Descending

FIGURE·35


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com
Address http://newton/salestracker/factionitemsrep.htm
Go
Links Customize Links Free Hotmail Windows Media Windows RealPlayer
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
?
Descriptions Contacts Action Items Activity Sales Funnel Sales Forecast Won & Lost Deals Products Export Contact Data
go
Done
Local intranet

Action Item Report

Action Item	<All>
Due Date Range *	From: 10/02/2000 To: 12/02/2098
Priority	<All>
Completion	<All>
Sorting By	☑ Actions ☐ Date ☐ Priority ☐ Completion
Sorting Order	● Ascending ○ Descending

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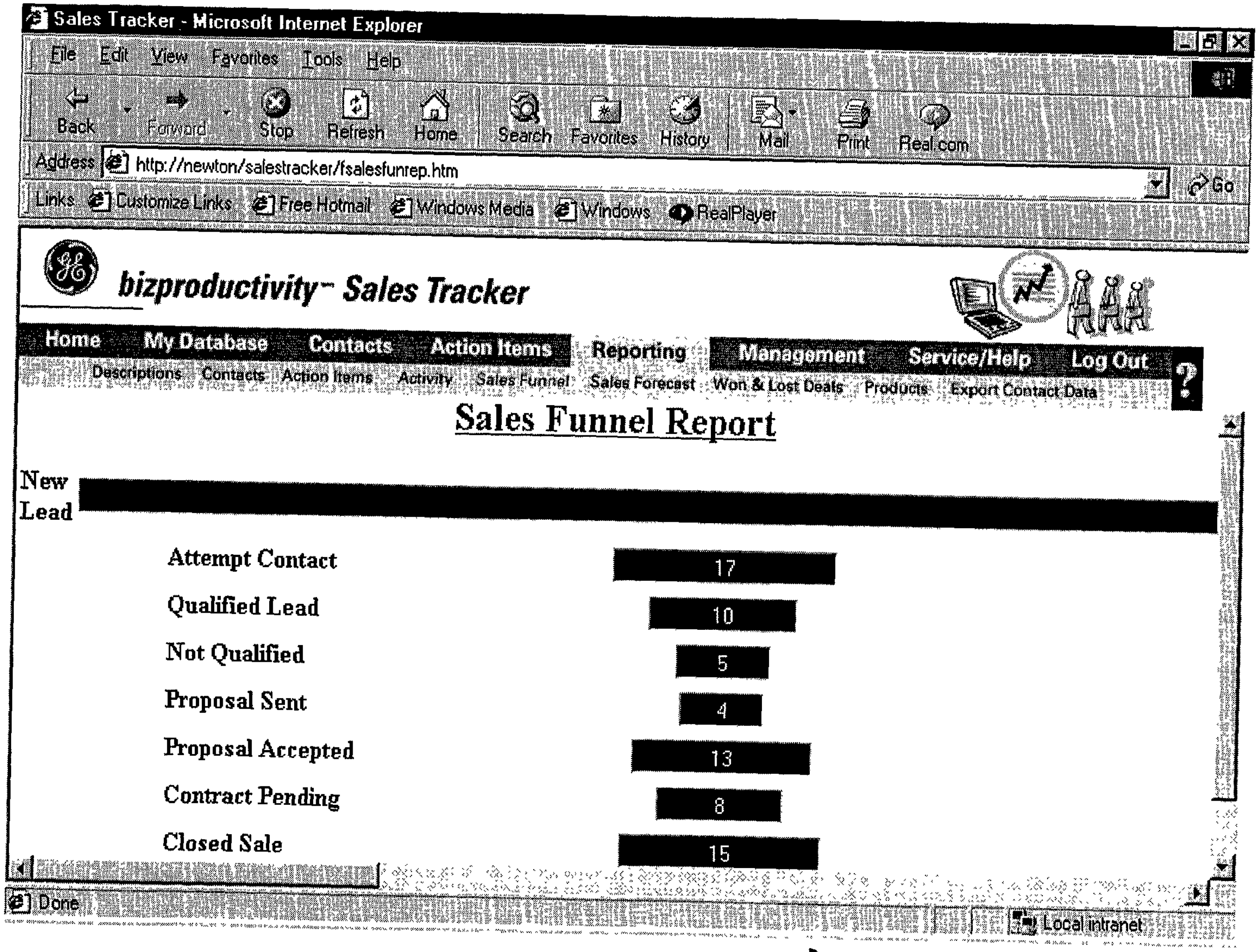
968

FIGURE - 36

09732589 .120800



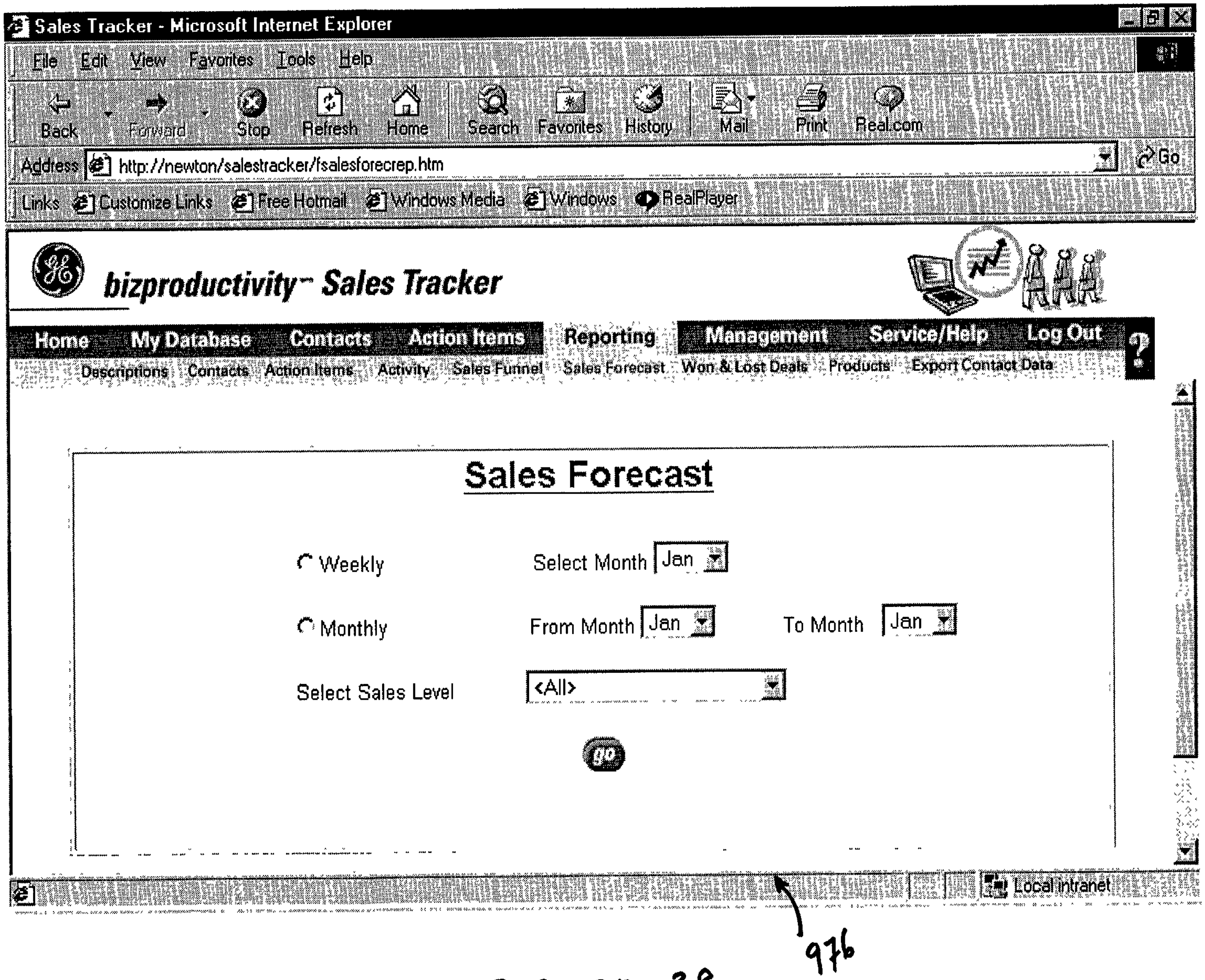
http://newton/salestracker/fsalesfunrep.htm

Sales Funnel Report

New Lead	
Attempt Contact	17
Qualified Lead	10
Not Qualified	5
Proposal Sent	4
Proposal Accepted	13
Contract Pending	8
Closed Sale	15

972

FIGURE - 37



Address http://newton/salestracker/fsalesforecrep.htm

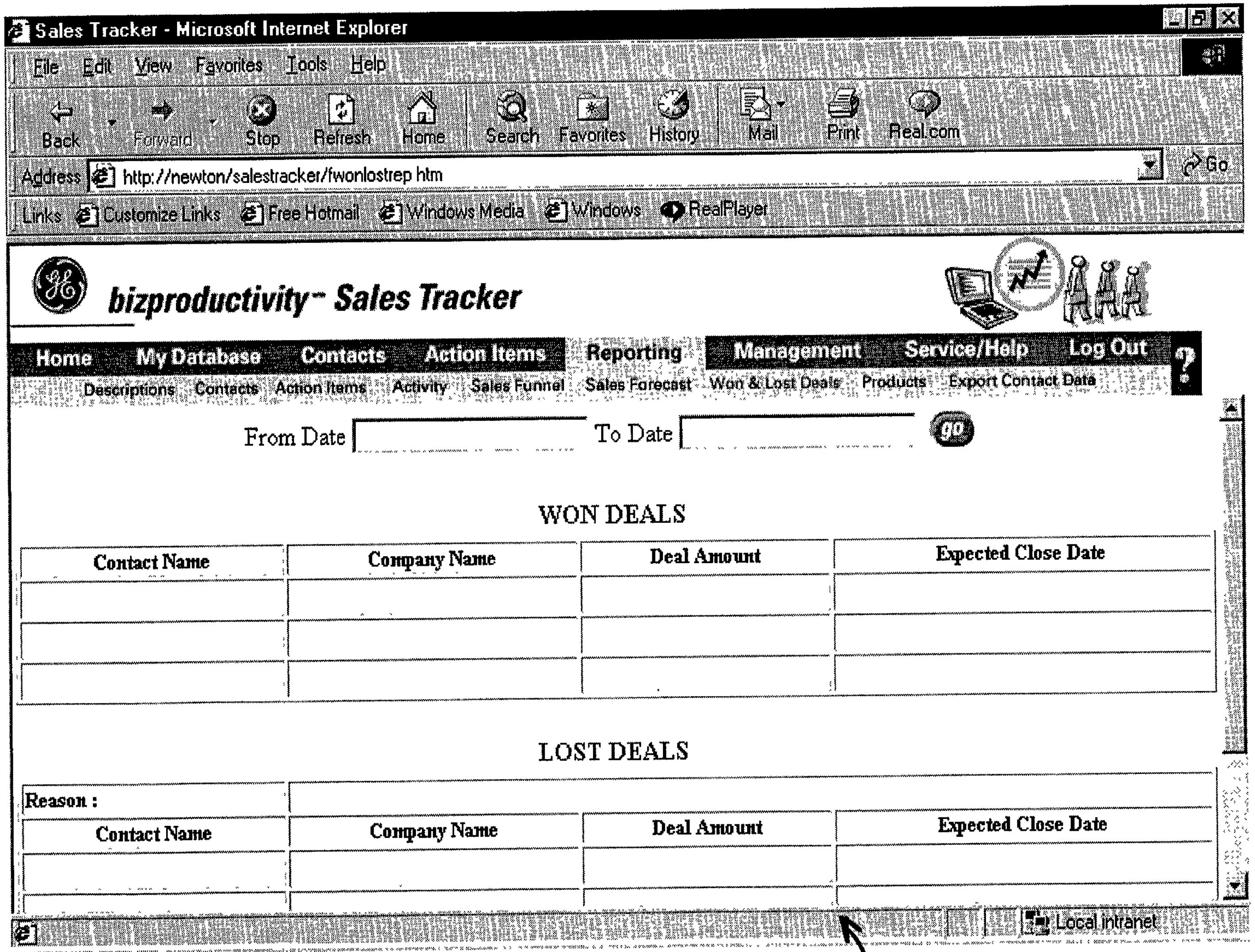
Sales Forecast

○ Weekly   Select Month Jan

○ Monthly   From Month Jan   To Month Jan

Select Sales Level <All>

FIGURE - 38


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com
Address http://newton/salestracker/fwonlostrep htm
Go
Links Customize Links Free Hotmail Windows Media Windows RealPlayer
bizproductivity Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
?
Descriptions Contacts Action Items Activity Sales Funnel Sales Forecast Won & Lost Deals Products Export Contact Data
go
Local intranet
980

From Date ____ To Date ____

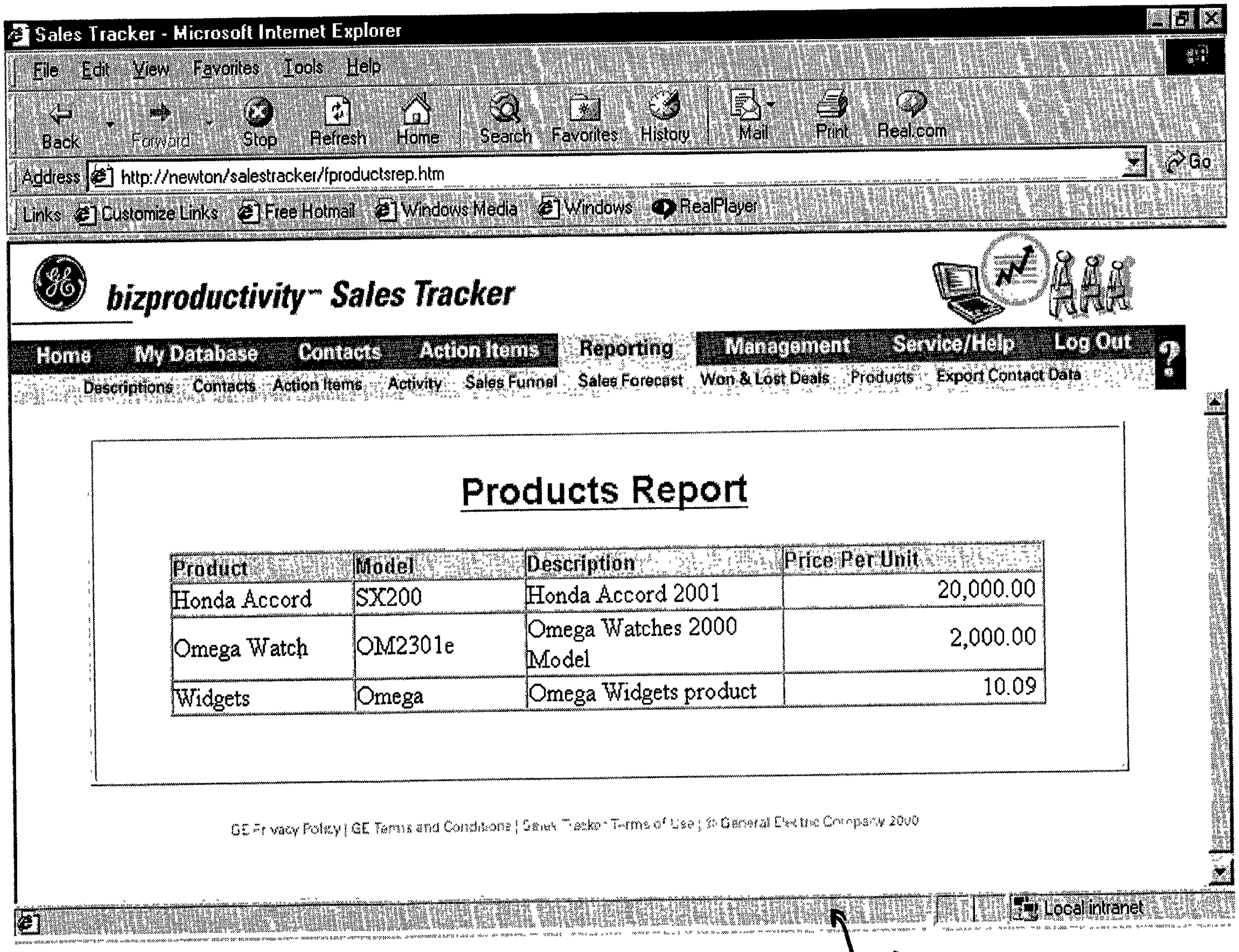
WON DEALS

Contact Name	Company Name	Deal Amount	Expected Close Date

LOST DEALS

Reason :			
Contact Name	**Company Name**	**Deal Amount**	**Expected Close Date**

FIGURE - 39



Products Report

Product	Model	Description	Price Per Unit
Honda Accord	SX200	Honda Accord 2001	20,000.00
Omega Watch	OM2301e	Omega Watches 2000 Model	2,000.00
Widgets	Omega	Omega Widgets product	10.09

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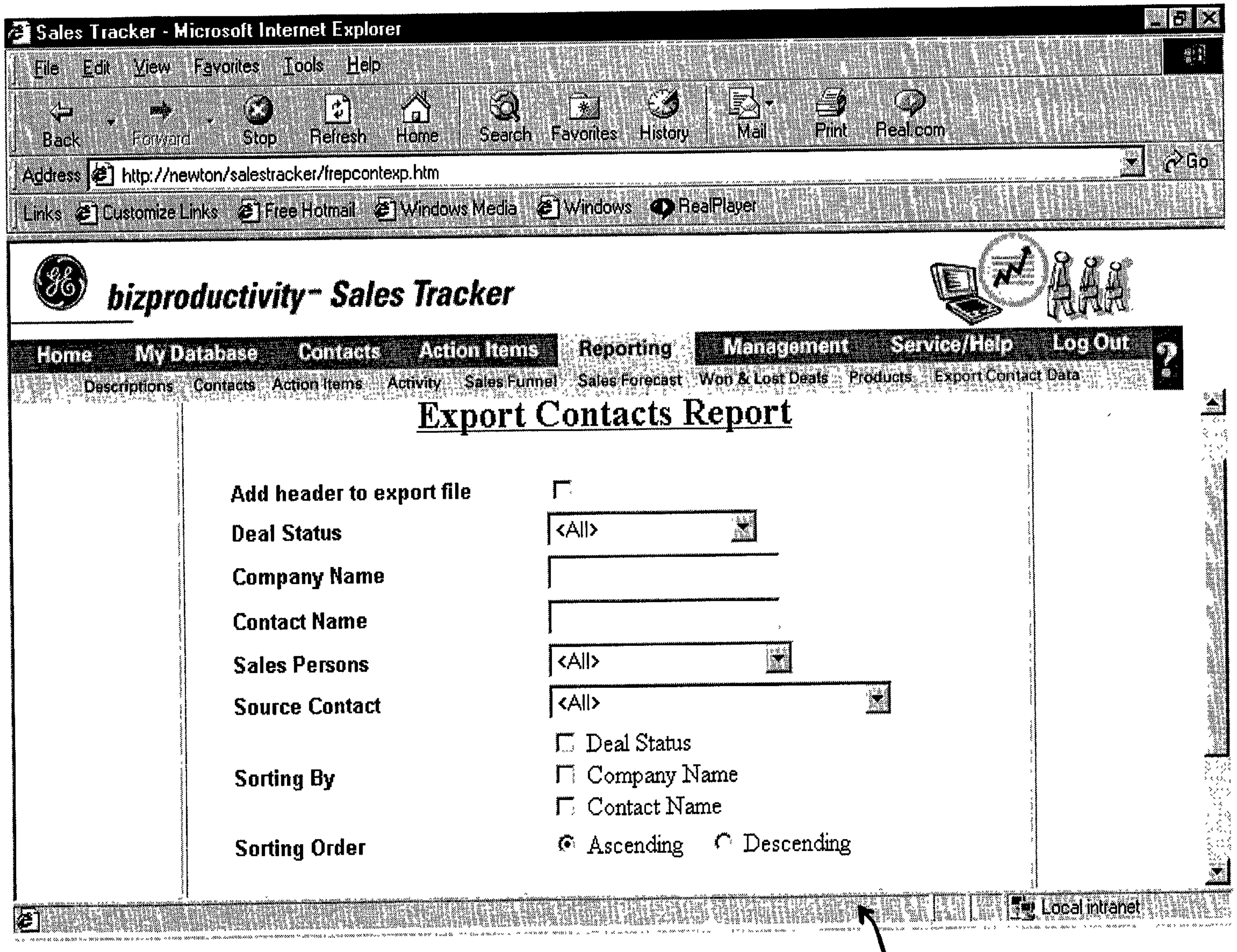
FIGURE - 40

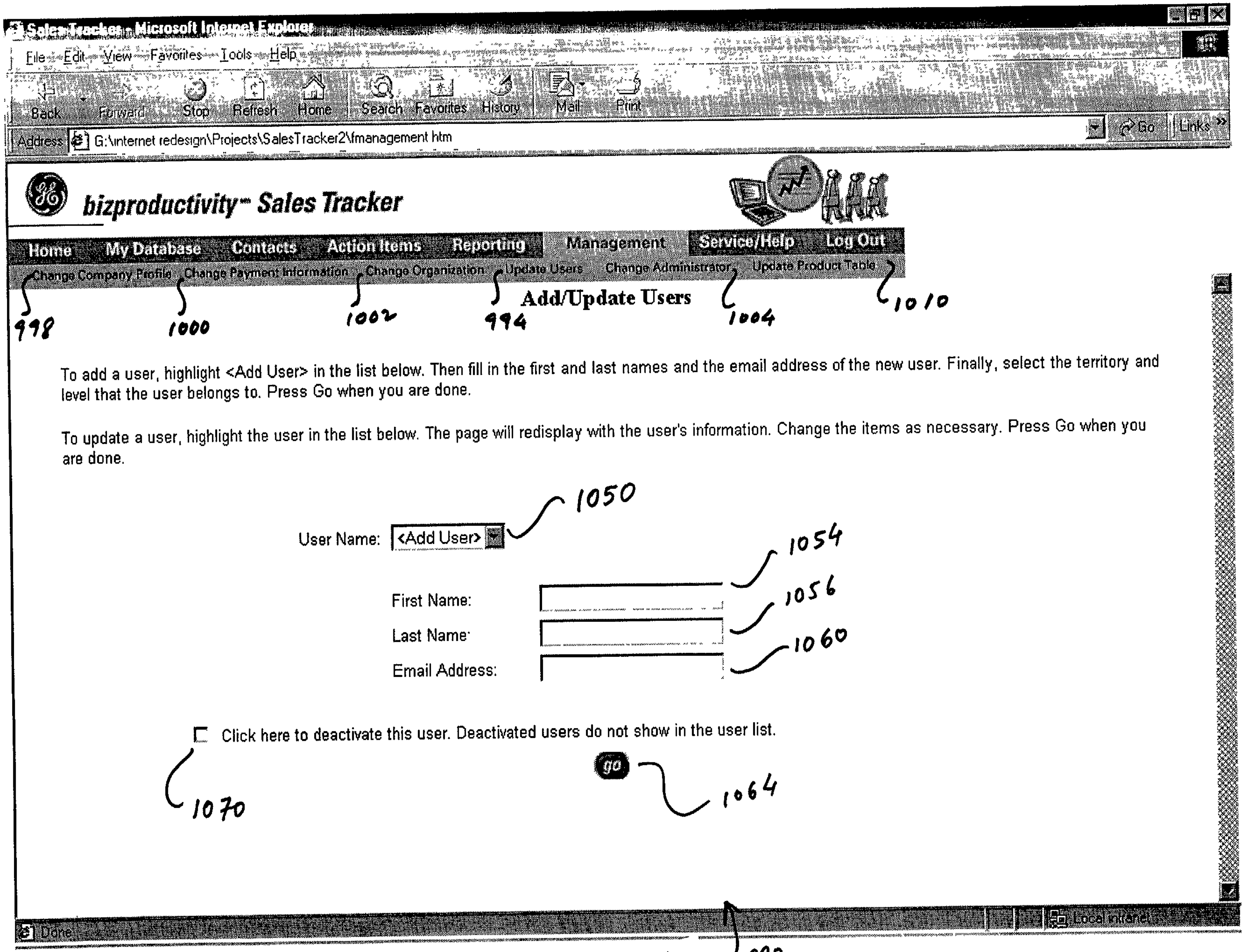

Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com
Address http://newton/salestracker/frepcontexp.htm
Go
Links Customize Links Free Hotmail Windows Media Windows RealPlayer
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
Descriptions Contacts Action Items Activity Sales Funnel Sales Forecast Won & Lost Deals Products Export Contact Data
Local intranet
986

Export Contacts Report

Add header to export file	☐
Deal Status	<All>
Company Name	
Contact Name	
Sales Persons	<All>
Source Contact	<All>
Sorting By	☐ Deal Status ☐ Company Name ☐ Contact Name
Sorting Order	● Ascending ○ Descending

FIGURE- 41

00802T″ 6852E260


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\fmanagement htm
Go Links
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
Change Company Profile Change Payment Information Change Organization Update Users Change Administrator Update Product Table
998
1000
1002
994
1004
1010
1050
1054
1056
1060
1070
1064
990
Done
Local intranet

Add/Update Users

To add a user, highlight <Add User> in the list below. Then fill in the first and last names and the email address of the new user. Finally, select the territory and level that the user belongs to. Press Go when you are done.

To update a user, highlight the user in the list below. The page will redisplay with the user's information. Change the items as necessary. Press Go when you are done.

User Name: <Add User>

First Name:

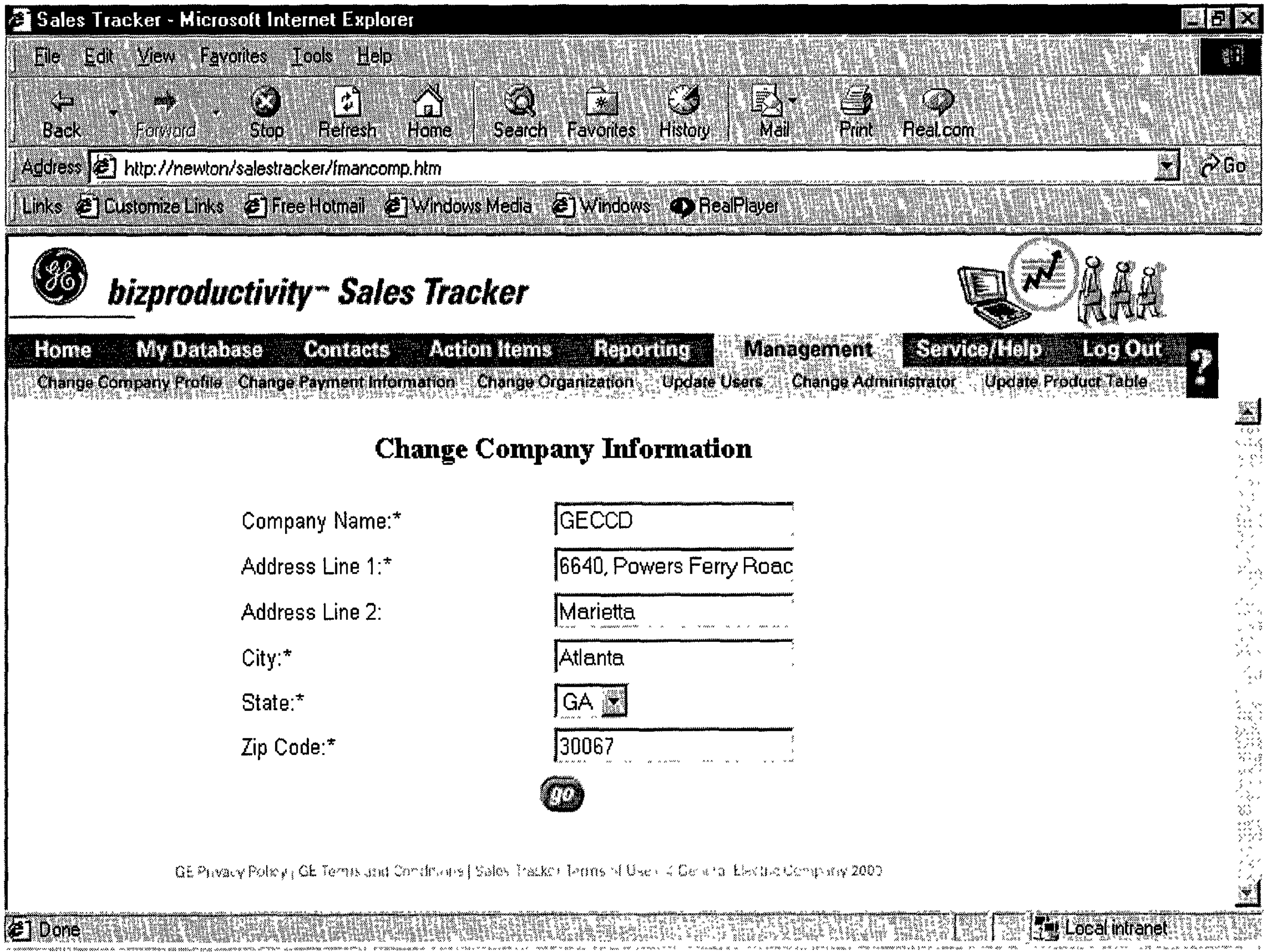
Last Name:

Email Address:

☐ Click here to deactivate this user. Deactivated users do not show in the user list.

go

FIGURE-42


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com
Address http://newton/salestracker/fmancomp.htm
Go
Links Customize Links Free Hotmail Windows Media Windows RealPlayer
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
Change Company Profile Change Payment Information Change Organization Update Users Change Administrator Update Product Table
go
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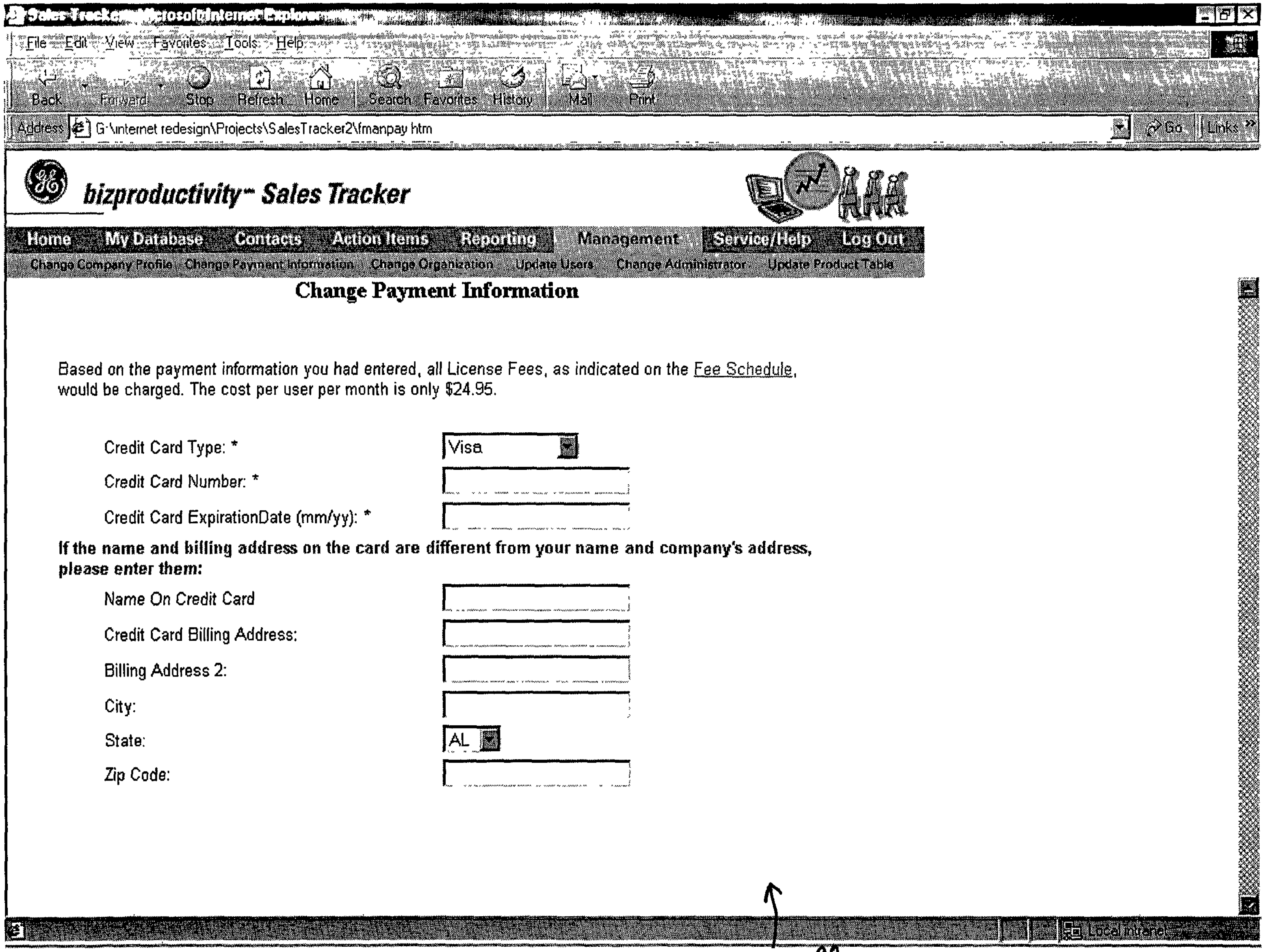
Done
Local intranet
1080

Change Company Information

Company Name:* GECCD
Address Line 1:* 6640, Powers Ferry Roac
Address Line 2: Marietta
City:* Atlanta
State:* GA
Zip Code:* 30067

FIGURE-43



Address: G:\internet redesign\Projects\SalesTracker2\fmanpay.htm

Change Payment Information

Based on the payment information you had entered, all License Fees, as indicated on the Fee Schedule, would be charged. The cost per user per month is only $24.95.

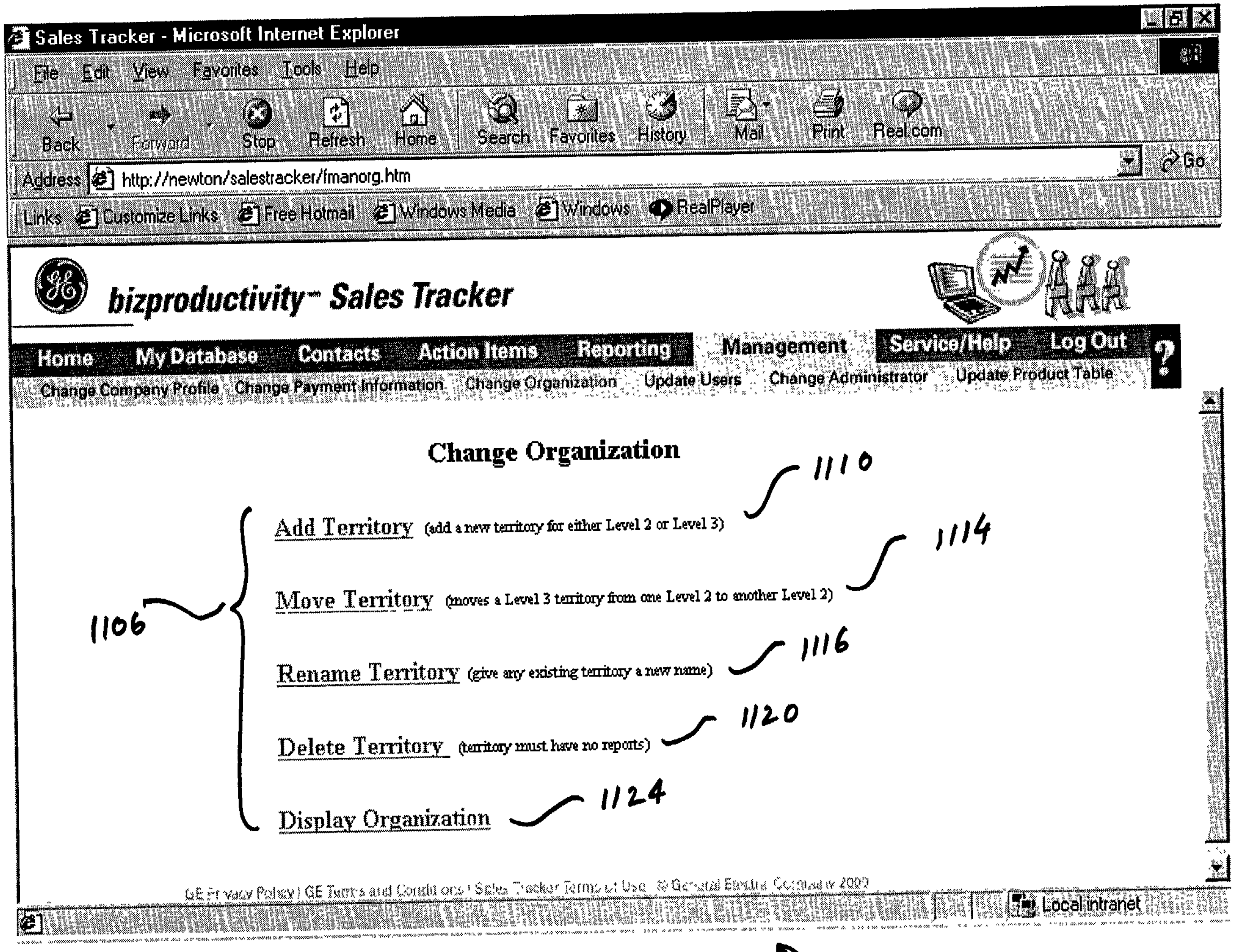
Credit Card Type: * Visa
Credit Card Number: *
Credit Card ExpirationDate (mm/yy): *

If the name and billing address on the card are different from your name and company's address, please enter them:

Name On Credit Card
Credit Card Billing Address:
Billing Address 2:
City:
State: AL
Zip Code:

FIGURE - 44

09732589.120800


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com
Address http://newton/salestracker/fmanorg.htm
Go
Links Customize Links Free Hotmail Windows Media Windows RealPlayer
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out ?
Change Company Profile Change Payment Information Change Organization Update Users Change Administrator Update Product Table
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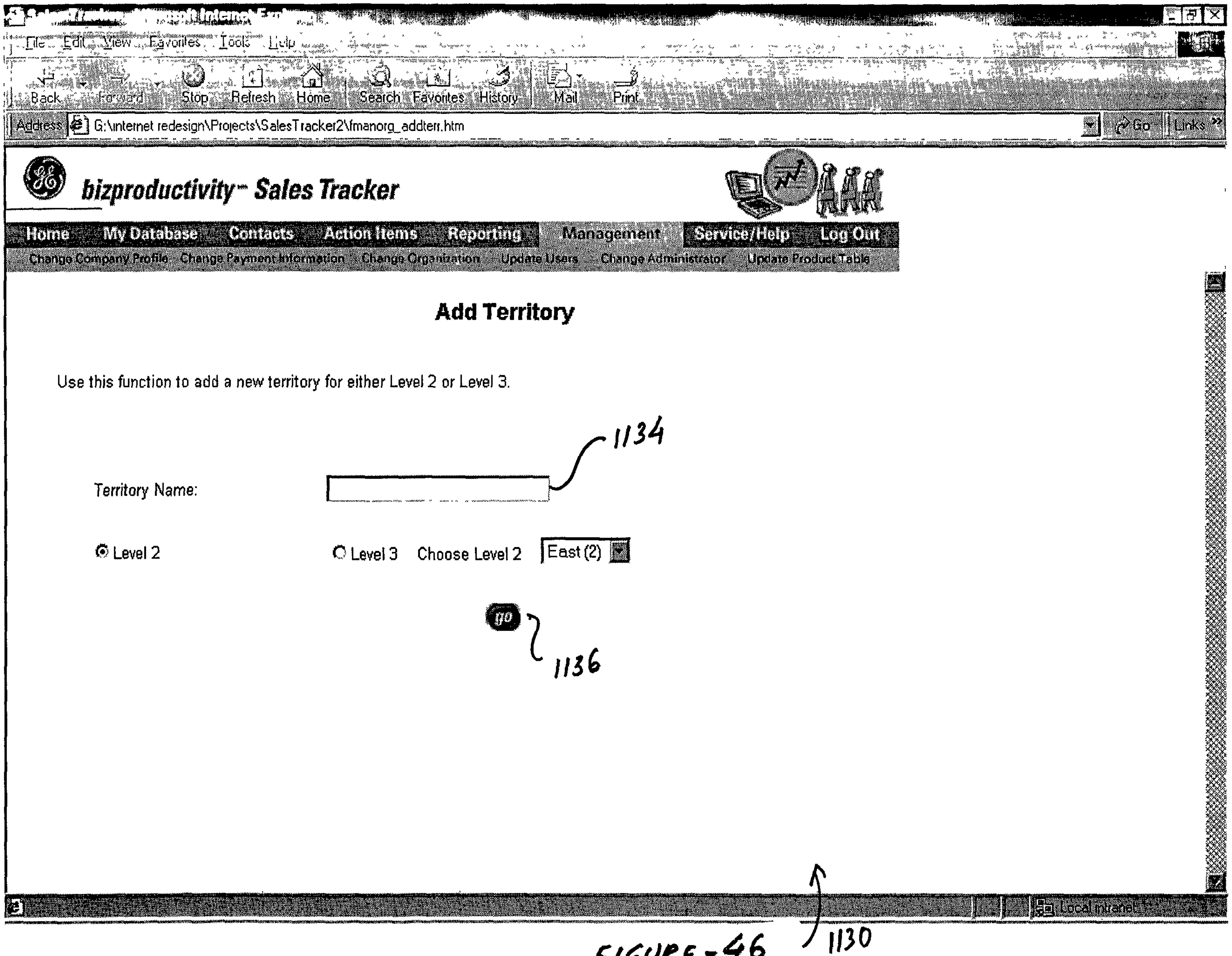
Local intranet
1106
1110
1114
1116
1120
1124
1100

Change Organization

- Add Territory (add a new territory for either Level 2 or Level 3)
- Move Territory (moves a Level 3 territory from one Level 2 to another Level 2)
- Rename Territory (give any existing territory a new name)
- Delete Territory (territory must have no reports)
- Display Organization

FIGURE. 45


File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\fmanorg_addterr.htm
Go Links
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
Change Company Profile Change Payment Information Change Organization Update Users Change Administrator Update Product Table
go
Local intranet
1134
1136
1130

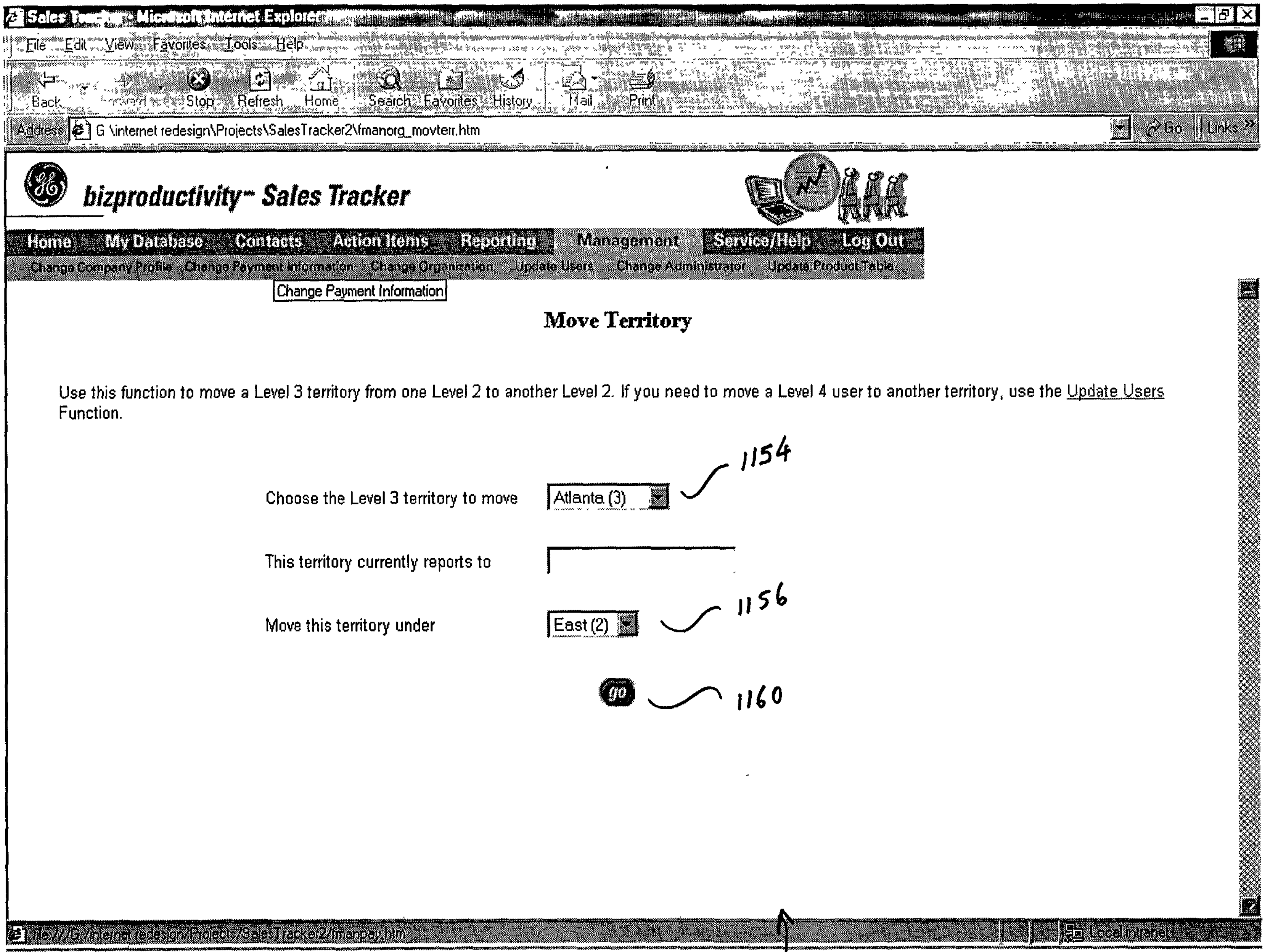
Add Territory

Use this function to add a new territory for either Level 2 or Level 3.

Territory Name:

● Level 2 ○ Level 3 Choose Level 2 East (2)

FIGURE-46


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address
Go
Links
bizproductivity™ Sales Tracker
Home
My Database
Contacts
Action Items
Reporting
Management
Service/Help
Log Out
Change Company Profile
Change Payment Information
Change Organization
Update Users
Change Administrator
Update Product Table
Change Payment Information
go
Local intranet
1154
1156
1160
1150

Address: G:\internet redesign\Projects\SalesTracker2\fmanorg_movterr.htm

Move Territory

Use this function to move a Level 3 territory from one Level 2 to another Level 2. If you need to move a Level 4 user to another territory, use the Update Users Function.

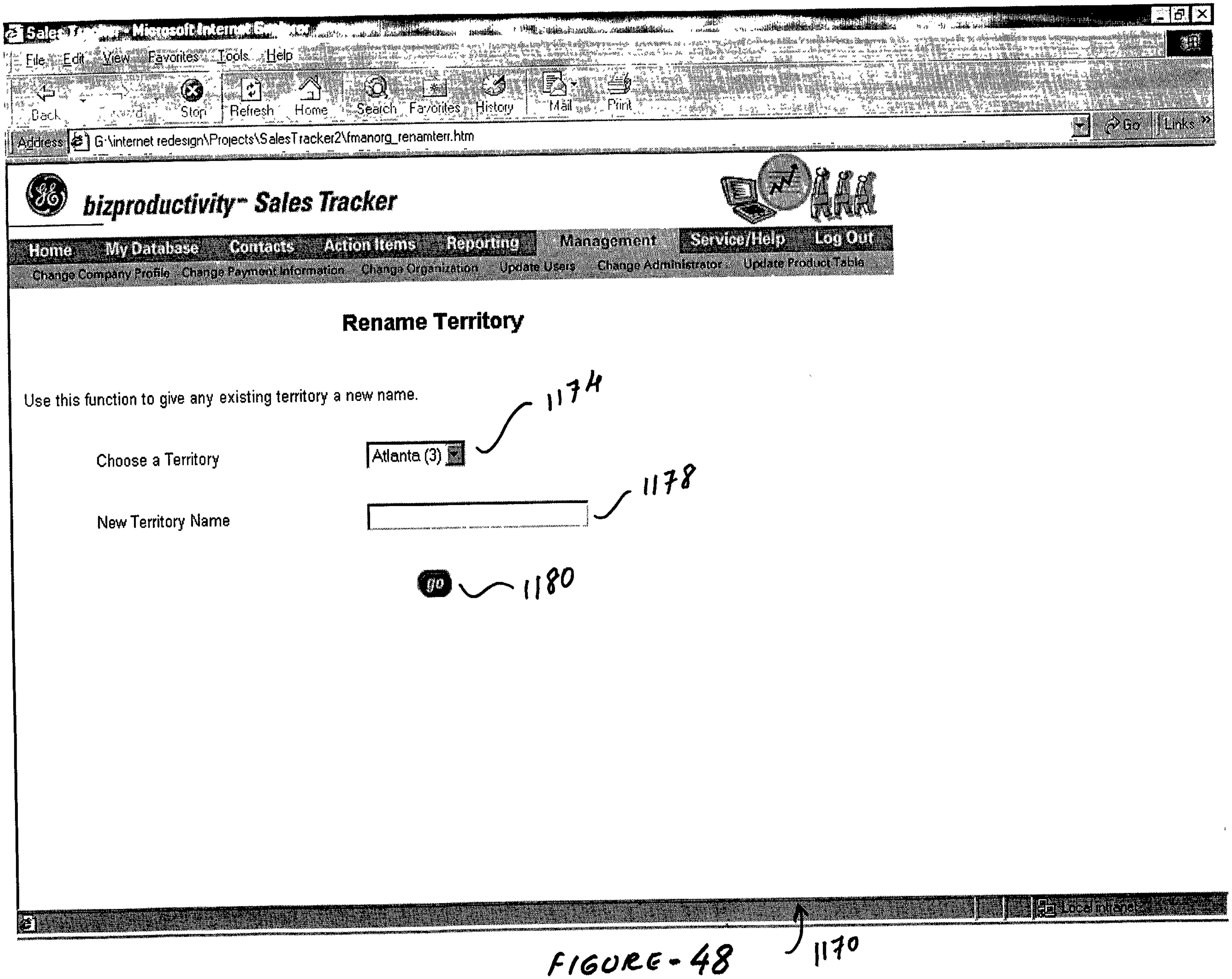
Choose the Level 3 territory to move: Atlanta (3)

This territory currently reports to:

Move this territory under: East (2)

file://G:/internet redesign/Projects/SalesTracker2/fmanpay.htm

FIGURE -47



G:\internet redesign\Projects\SalesTracker2\fmanorg_renamterr.htm

bizproductivity™ Sales Tracker

Home | My Database | Contacts | Action Items | Reporting | Management | Service/Help | Log Out

Change Company Profile | Change Payment Information | Change Organization | Update Users | Change Administrator | Update Product Table

Rename Territory

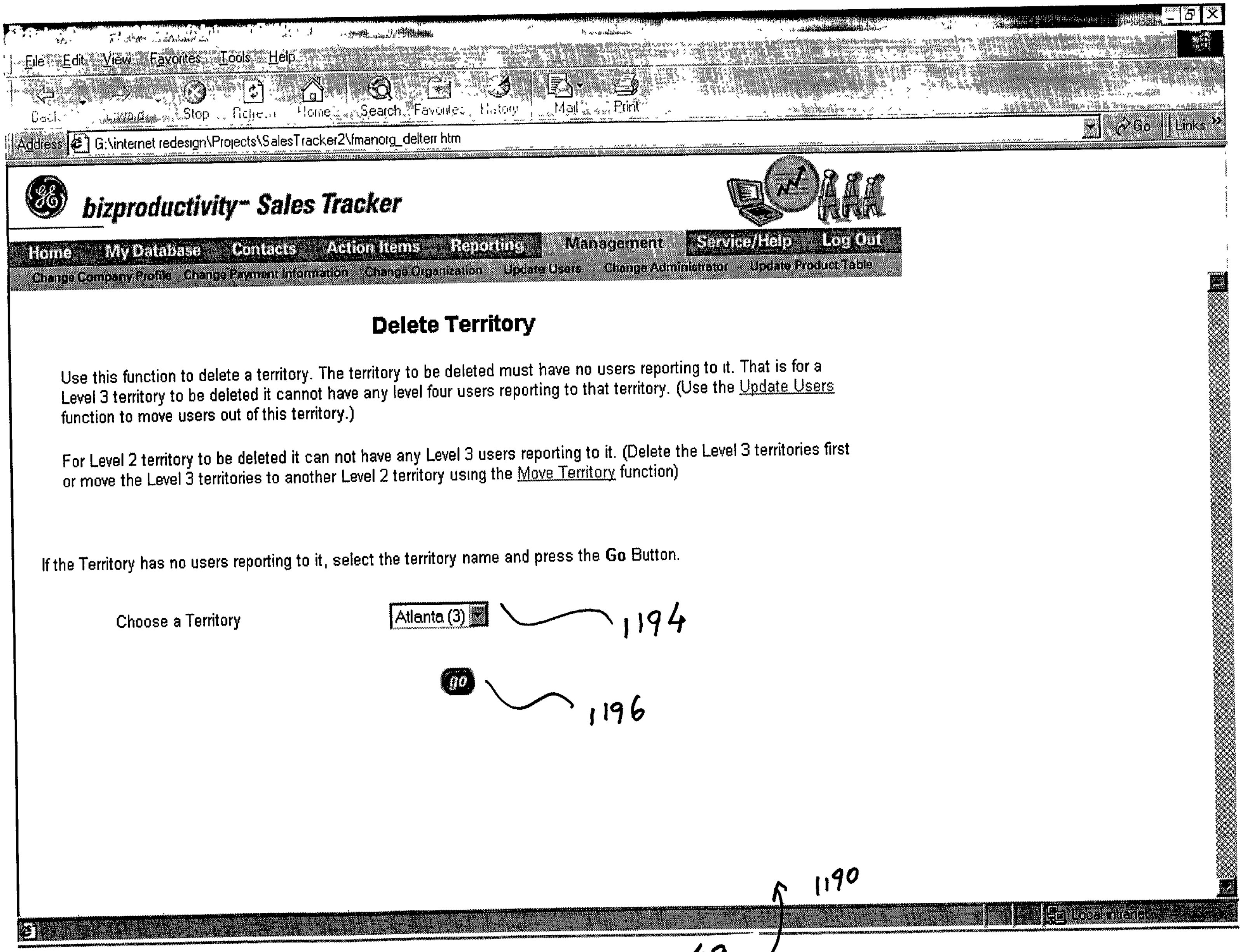
Use this function to give any existing territory a new name.

Choose a Territory: Atlanta (3)

New Territory Name:

go

FIGURE - 48



G:\internet redesign\Projects\SalesTracker2\fmanorg_delterr htm

Delete Territory

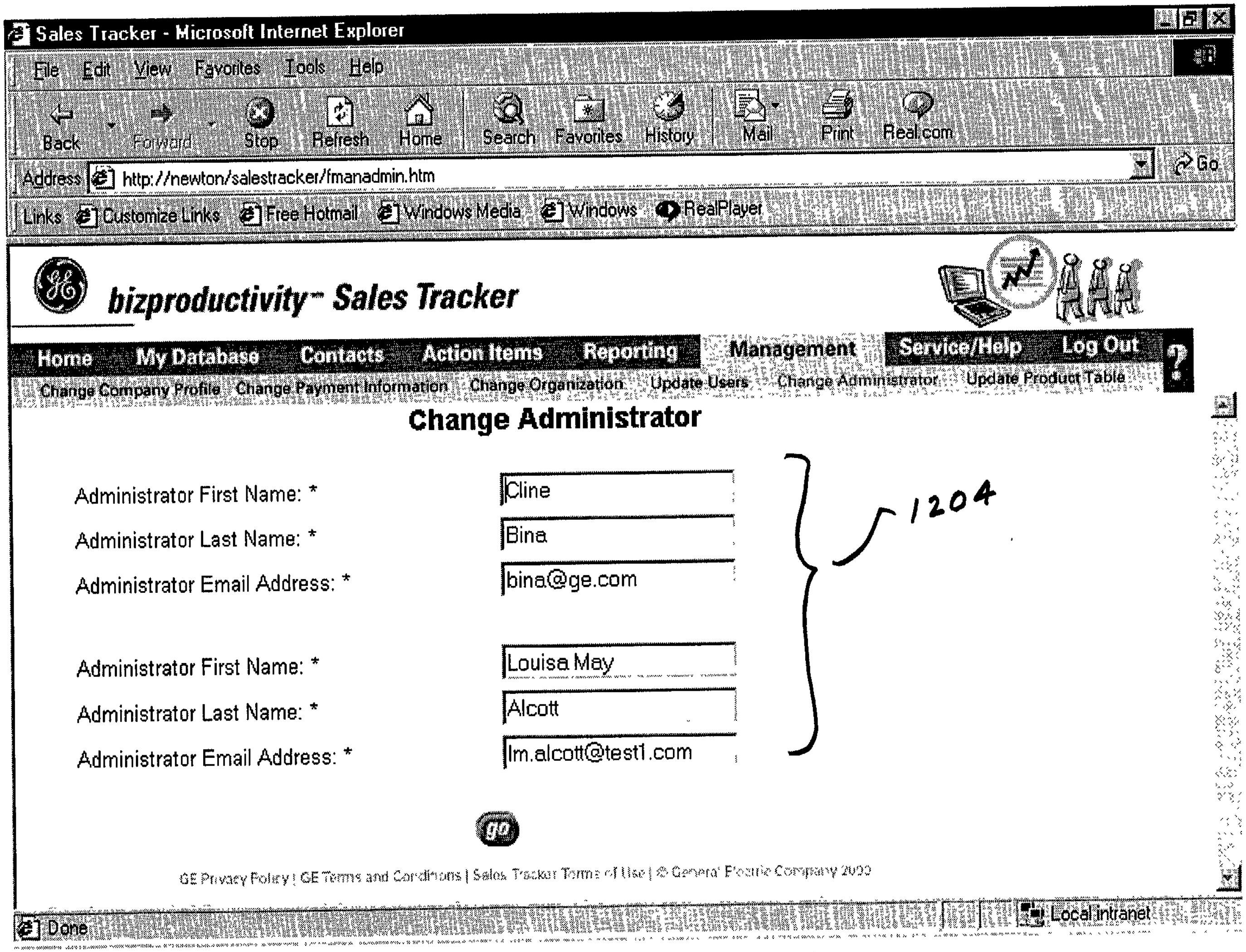
Use this function to delete a territory. The territory to be deleted must have no users reporting to it. That is for a Level 3 territory to be deleted it cannot have any level four users reporting to that territory. (Use the Update Users function to move users out of this territory.)

For Level 2 territory to be deleted it can not have any Level 3 users reporting to it. (Delete the Level 3 territories first or move the Level 3 territories to another Level 2 territory using the Move Territory function)

If the Territory has no users reporting to it, select the territory name and press the **Go** Button.

Choose a Territory: Atlanta (3)

FIGURE - 49

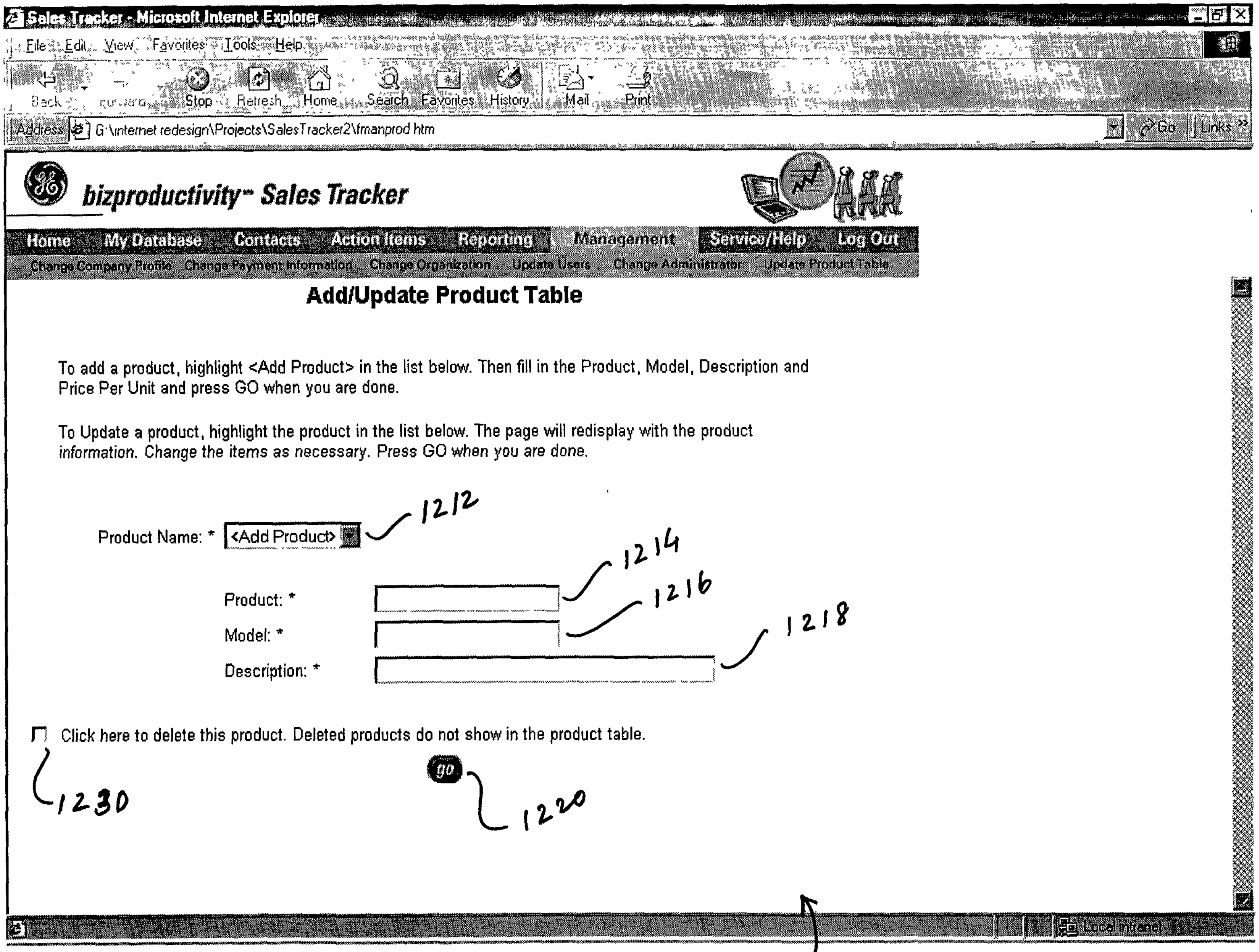

Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com
Address http://newton/salestracker/fmanadmin.htm
Go
Links Customize Links Free Hotmail Windows Media Windows RealPlayer
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
Change Company Profile Change Payment Information Change Organization Update Users Change Administrator Update Product Table
go
GE Privacy Policy | GE Terms and Conditions | Sales Tracker Terms of Use | © General Electric Company 2000
Done
Local intranet
1204
1200

Change Administrator

Administrator First Name: * Cline
Administrator Last Name: * Bina
Administrator Email Address: * bina@ge.com

Administrator First Name: * Louisa May
Administrator Last Name: * Alcott
Administrator Email Address: * lm.alcott@test1.com

FIGURE. 50


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print
Address G:\internet redesign\Projects\SalesTracker2\fmanprod htm
Go Links
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
Change Company Profile Change Payment Information Change Organization Update Users Change Administrator Update Product Table
Local intranet
1212
1214
1216
1218
1220
1230
1210

Add/Update Product Table

To add a product, highlight <Add Product> in the list below. Then fill in the Product, Model, Description and Price Per Unit and press GO when you are done.

To Update a product, highlight the product in the list below. The page will redisplay with the product information. Change the items as necessary. Press GO when you are done.

Product Name: * <Add Product>

Product: *

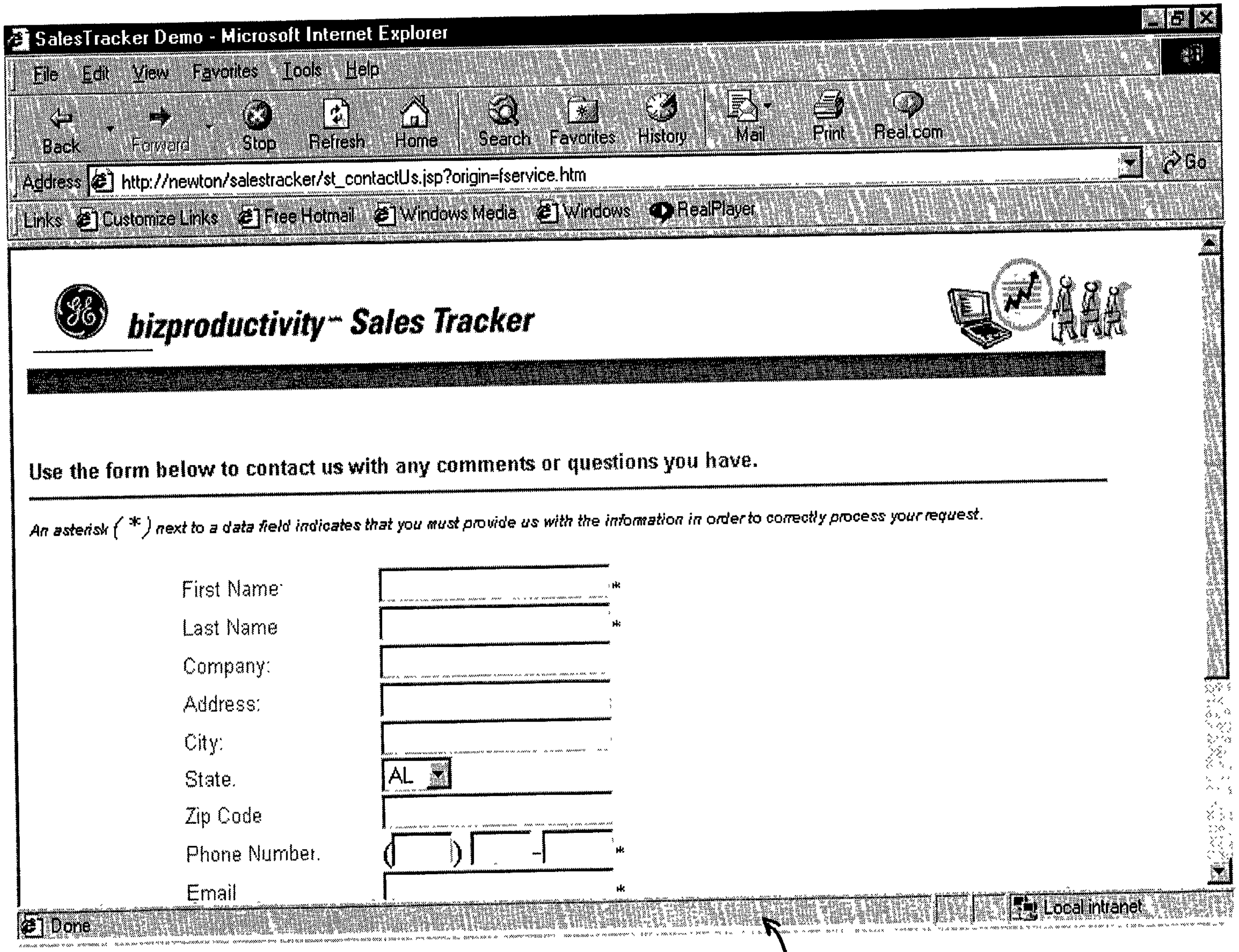
Model: *

Description: *

☐ Click here to delete this product. Deleted products do not show in the product table.

go

FIGURE - 51



http://newton/salestracker/st_contactUs.jsp?origin=fservice.htm

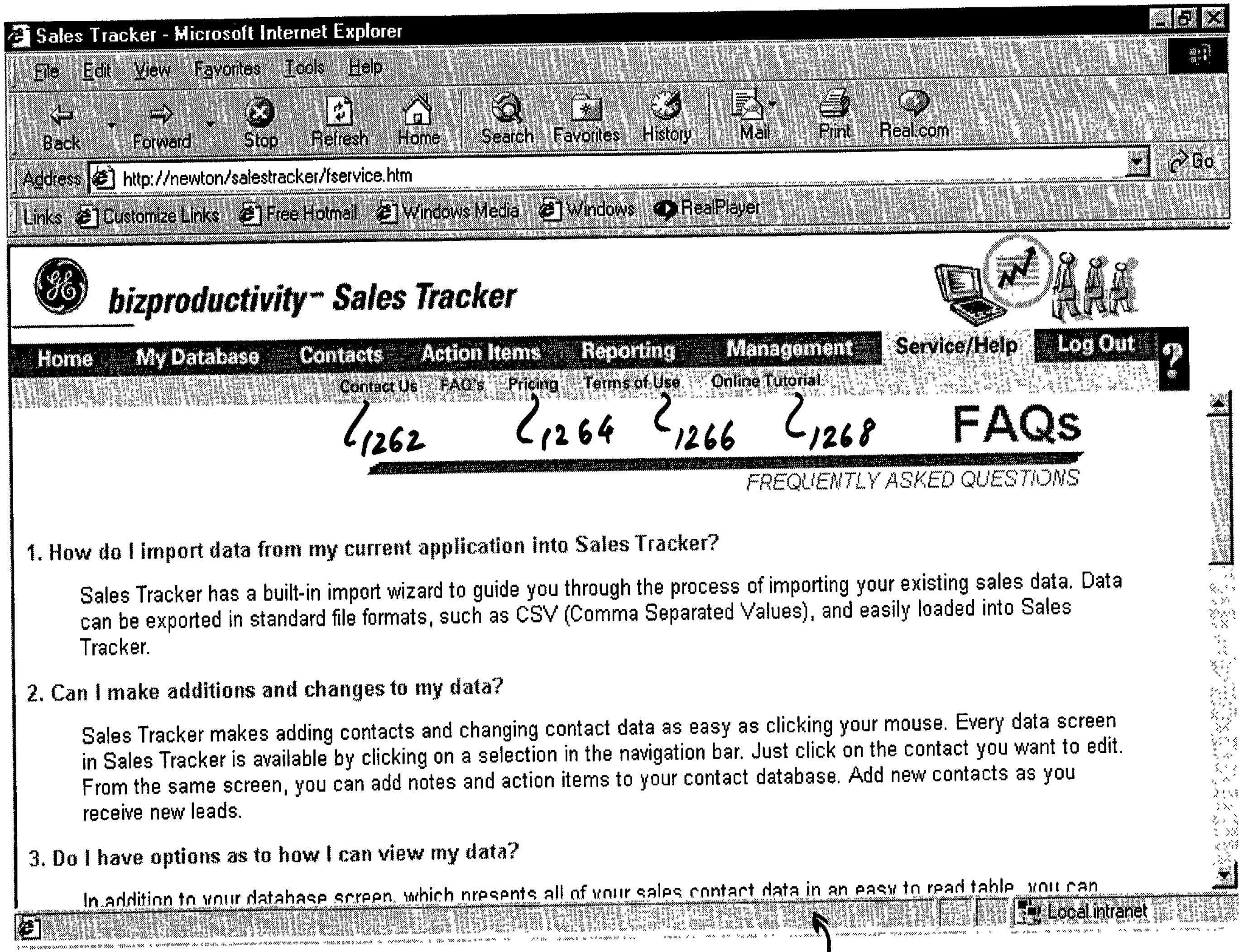
bizproductivity™ Sales Tracker

Use the form below to contact us with any comments or questions you have.

*An asterisk (*) next to a data field indicates that you must provide us with the information in order to correctly process your request.*

First Name:	*
Last Name	*
Company:	
Address:	
City:	
State.	AL
Zip Code	
Phone Number.	( ) - *
Email	*

FIGURE. 52


Sales Tracker - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com
Address http://newton/salestracker/fservice.htm
Go
Links Customize Links Free Hotmail Windows Media Windows RealPlayer
bizproductivity™ Sales Tracker
Home My Database Contacts Action Items Reporting Management Service/Help Log Out
Contact Us FAQ's Pricing Terms of Use Online Tutorial
1262
1264
1266
1268
Local intranet
1260

FAQs

FREQUENTLY ASKED QUESTIONS

1. How do I import data from my current application into Sales Tracker?

Sales Tracker has a built-in import wizard to guide you through the process of importing your existing sales data. Data can be exported in standard file formats, such as CSV (Comma Separated Values), and easily loaded into Sales Tracker.

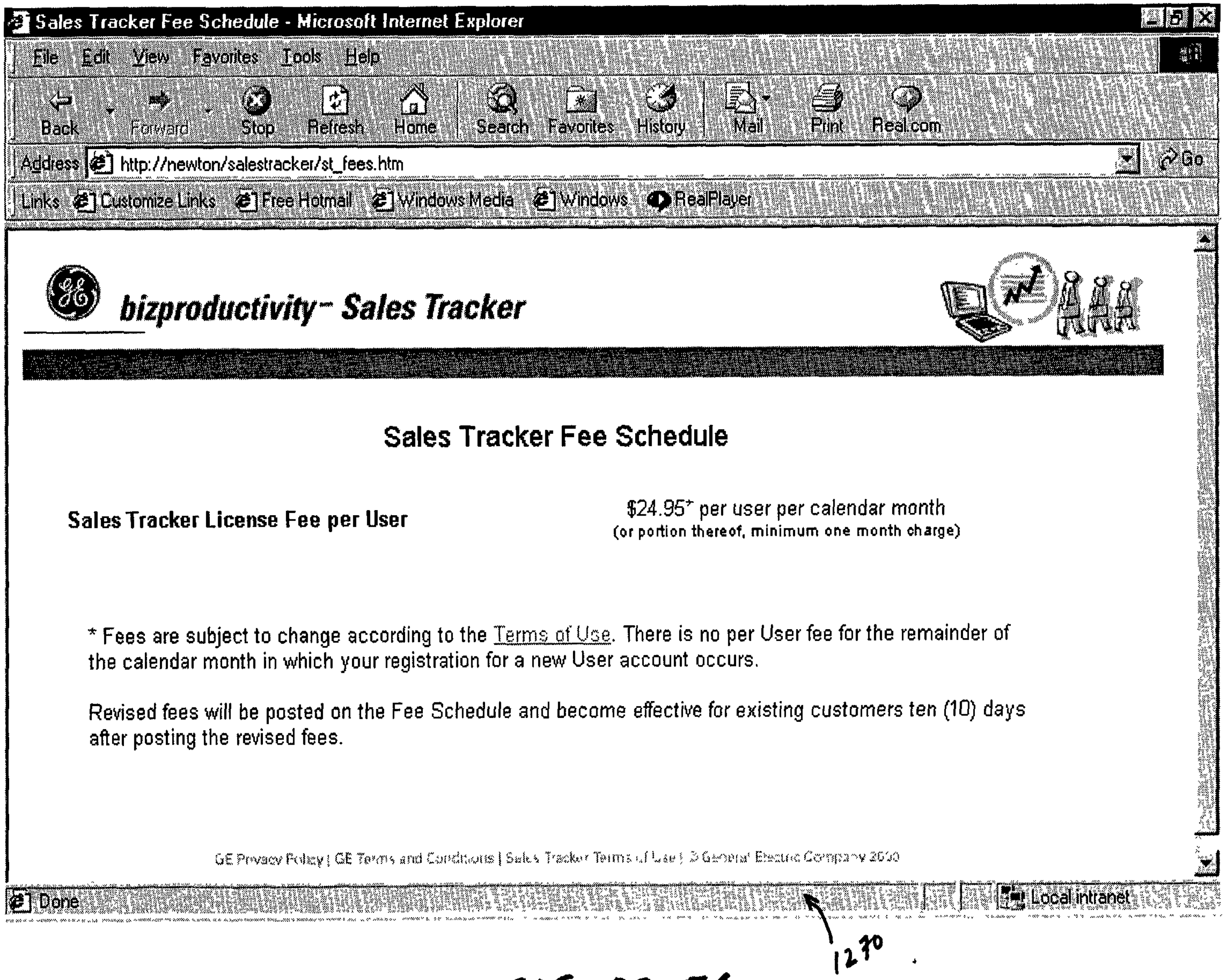
2. Can I make additions and changes to my data?

Sales Tracker makes adding contacts and changing contact data as easy as clicking your mouse. Every data screen in Sales Tracker is available by clicking on a selection in the navigation bar. Just click on the contact you want to edit. From the same screen, you can add notes and action items to your contact database. Add new contacts as you receive new leads.

3. Do I have options as to how I can view my data?

In addition to your database screen, which presents all of your sales contact data in an easy to read table, you can

FIGURE - 53



Sales Tracker Fee Schedule - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back
Forward
Stop
Refresh
Home
Search
Favorites
History
Mail
Print
Real.com
Address
http://newton/salestracker/st_fees.htm
Go
Links
Customize Links
Free Hotmail
Windows Media
Windows
RealPlayer
bizproductivity - Sales Tracker
Done
Local intranet
1270

Sales Tracker Fee Schedule

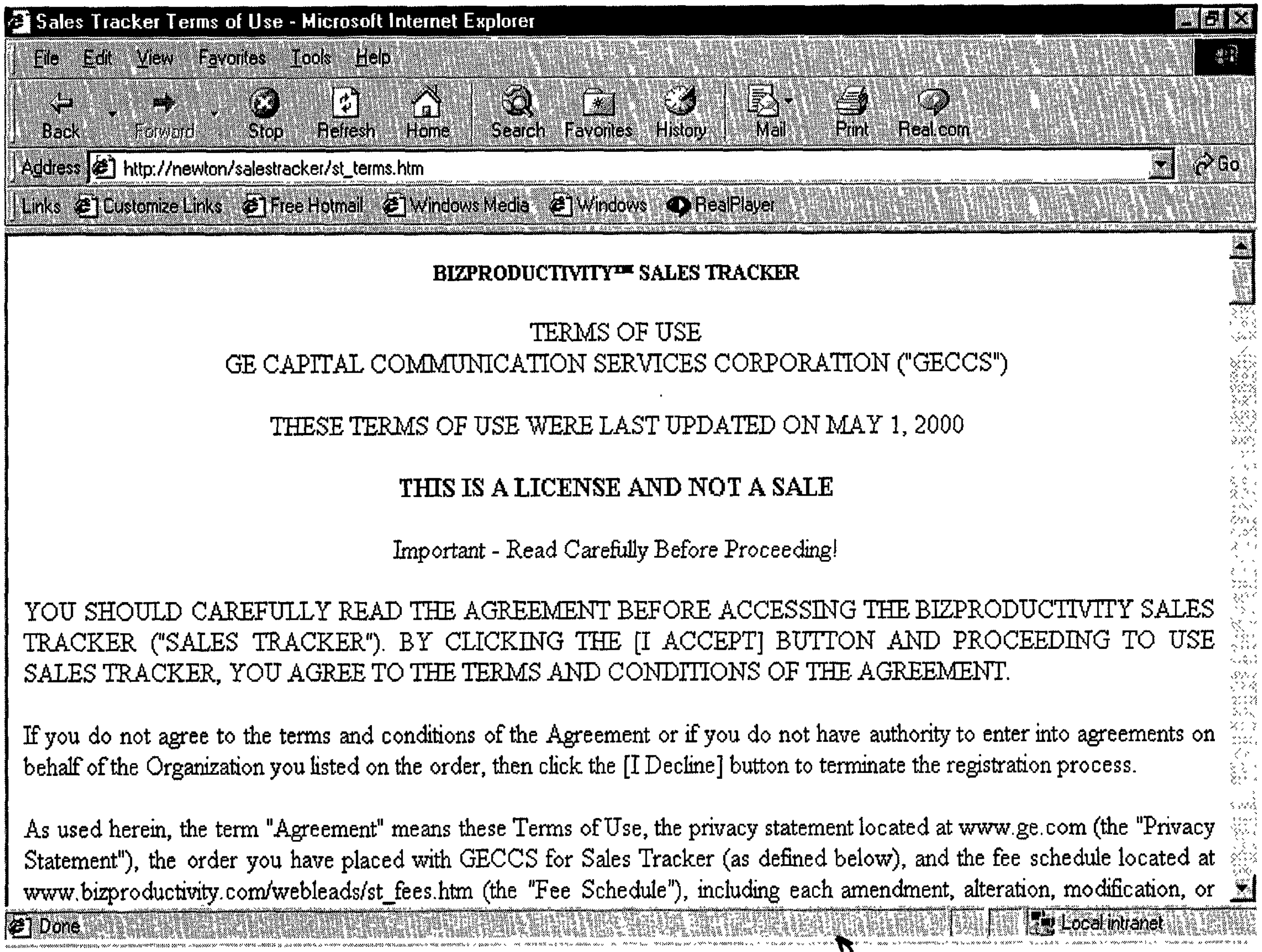
Sales Tracker License Fee per User	$24.95* per user per calendar month (or portion thereof, minimum one month charge)

* Fees are subject to change according to the Terms of Use. There is no per User fee for the remainder of the calendar month in which your registration for a new User account occurs.

Revised fees will be posted on the Fee Schedule and become effective for existing customers ten (10) days after posting the revised fees.

GE Privacy Policy | GE Terms and Conditions | Sales Tracker Terms of Use | © General Electric Company 2000

FIGURE-54



BIZPRODUCTIVITY™ SALES TRACKER

TERMS OF USE
GE CAPITAL COMMUNICATION SERVICES CORPORATION ("GECCS")

THESE TERMS OF USE WERE LAST UPDATED ON MAY 1, 2000

THIS IS A LICENSE AND NOT A SALE

Important - Read Carefully Before Proceeding!

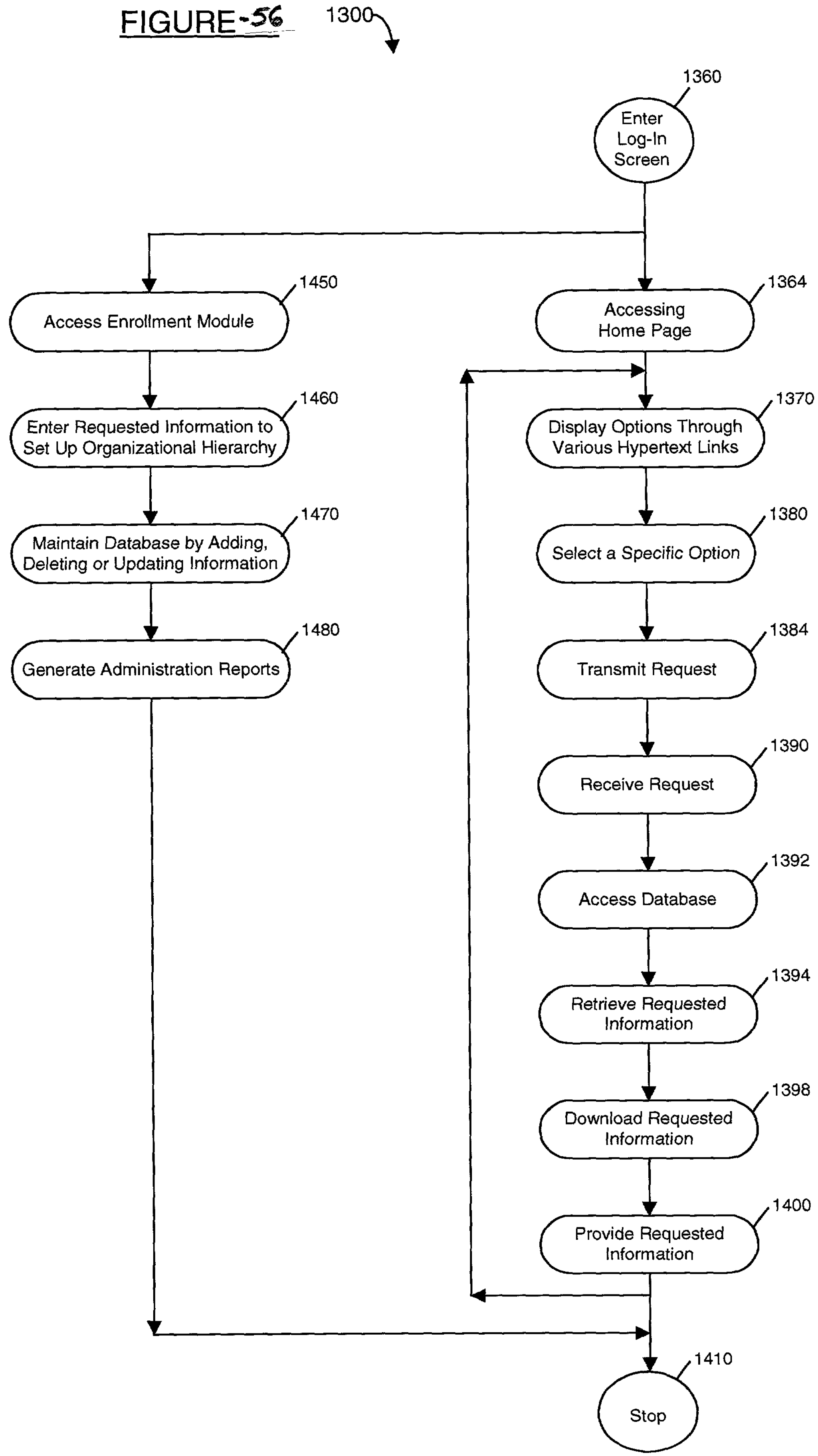
YOU SHOULD CAREFULLY READ THE AGREEMENT BEFORE ACCESSING THE BIZPRODUCTIVITY SALES TRACKER ("SALES TRACKER"). BY CLICKING THE [I ACCEPT] BUTTON AND PROCEEDING TO USE SALES TRACKER, YOU AGREE TO THE TERMS AND CONDITIONS OF THE AGREEMENT.

If you do not agree to the terms and conditions of the Agreement or if you do not have authority to enter into agreements on behalf of the Organization you listed on the order, then click the [I Decline] button to terminate the registration process.

As used herein, the term "Agreement" means these Terms of Use, the privacy statement located at www.ge.com (the "Privacy Statement"), the order you have placed with GECCS for Sales Tracker (as defined below), and the fee schedule located at www.bizproductivity.com/webleads/st_fees.htm (the "Fee Schedule"), including each amendment, alteration, modification, or

FIGURE - 55

FIGURE-56


1300
1360
Enter Log-In Screen
1450
Access Enrollment Module
1460
Enter Requested Information to Set Up Organizational Hierarchy
1470
Maintain Database by Adding, Deleting or Updating Information
1480
Generate Administration Reports
1364
Accessing Home Page
1370
Display Options Through Various Hypertext Links
1380
Select a Specific Option
1384
Transmit Request
1390
Receive Request
1392
Access Database
1394
Retrieve Requested Information
1398
Download Requested Information
1400
Provide Requested Information
1410
Stop